Join Us for These Exclusive Webinars

To those who attend any of these sessions, your name will be entered in a drawing to win a Continuing Education (CE) card. The CE card can be used for up to one free class. Good luck!

Tuesday, October 27, 2020
10:00 am - 10:45 am
Index Universal Life (IUL)

- ***"IUL University" by Steve Patrizio, Symetra***

Index Universal Life (IUL) is an ideal supplemental retirement planning product and has gained a lot of popularity. New actuarial guidelines are being placed in effect from November 1. (AG49) to protect the public. Be ahead of the curve and understand the difference between leveraged and non-leveraged IUL products and the impact of AG49-A.

Register ▸

Wednesday, October 28, 2020
10:00 am - 10:45 am
e-Capabilities

- ***"Taking the Fear and Uncertainty Out of Electronic Application Submissions" by James Grauel, Legal & General, Pat Kane, Principal, Peter Cirelli, Prudential, and Brendan Fallon, First American Insurance Underwriters***

In the new world of COVID-19, electronic submission and contactless life insurance underwriting have truly taken off. This session is ideally suited for advisors and administrators to see, gain comfort, and take advantage of great technology platforms available for online submission.

Register ▸

Thursday, October 29, 2020
9:30 am - 10:15 am
Long-Term Care & Disability Insurance

- ***"What in The World is Going On in The LTC Market?" by Shawn Britt, Nationwide***

There have been a lot of recent changes and updates in the LTC marketplace. Along with that comes new concerns your clients may have in doing long-term care planning right now. However, today is the best time to put a LTC plan in place. Let me show you how!

- ***"Developing an Executive Benefits Strategy with DI" by Josh Potvin, Principal***

Most people are underinsured when it comes to protecting their income, especially executives who are higher earners. Developing a strategy for these clients is a great way to help them while growing your business. Join us to learn how to build an executive benefits strategy with Disability Insurance.

Register ▸

Wednesday, November 4, 2020
10:00 am - 10:45 am
Life Insurance Conversation Starters

- ***"Clients Don't Buy Life Insurance for What it IS...They Buy it for What it DOES" by Joe Ross, AIG***

When it comes to life insurance, it's not about the products we sell......it's about the stories we tell. If you're looking for stories you can use to engage your clients into a life insurance conversation, then you're in the right place. In this presentation, you'll get scripting for 7 conversations you can incorporate into your sales presentations.

Register ▶