



Life is Tremendous!



The things that matter the most in your life never change. Learn how to focus now on the essential — from the *Master of Motivation*, the author of seven best selling books and the founder of the Leadership Library. His principles of the *Seven Laws of Leadership* have mesmerized audiences worldwide:

- ◆ Put Excitement in your Work
- ◆ Use It or Lose It
- ◆ Production to Perfection
- ◆ Give to Get
- ◆ Exposure to Experience
- ◆ Flexible Planning
- ◆ Motivated to Motivation

Jerry Tan, LLIF, CIAM, CMFA, RFC®

Breakthrough Strategies to Assure Your Success

As the leading coach, motivator, manager and producer in Singapore, who lectures and trains agents and financial advisors throughout Asia, Jerry will share the techniques that have helped propel him and his associates to Top of the Table production as qualified financial advisors.



Les Anderson, MBA, RFC®

Make Sure You Are The Product

When you are selling the same products at the same prices as everyone else, how do you differentiate yourself from your competition? Learn from the author of *The Product is You* his proven process to market yourself, rather than sell a product, thereby shifting the client's emphasis from product to personality.



Michael Zmistowski, RFC®

Retirement Income Management Techniques & Retirement Income Case Studies

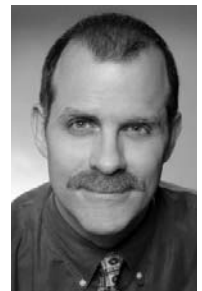
Dramatically increase your "hard dollar" income by getting the "soft facts" from the client. Smart Retirement Income planning will determine which services and products will be most appropriate to meet client goals. Learn to demonstrate techniques to maximize retirement income — and to create certainty your clients will never run out of money.



Kip Gregory

Strategies for Growing Your Business Faster with Technology

Let the author of *Winning Clients in a Wired World*, show you how to harness the technology you own to increase your efficiency and effectiveness. Kip will share simple, easy-to-master strategies you can implement immediately to reach upscale prospects and clients and enhance the services you deliver.



Monroe "Roey" Diefendorf, CLU, CFP®, RFC®

Three Dimensional Planning

By embracing a value-based advisory posture you can improve the relationship with your key clients, and reach out to others who are seeking to pass true values to their community and family. "3 Dimensional Wealth" encompasses the logical expansion of your services.



Jim McCarty, CLU, RHU, LUTCF, RFC®

The Day Mañana Came

As a national sales trainer and educator for Ameriprise (American Express) and a Director of the LUTC, Jim has enlightened, amazed and entranced his audiences. From his personal and professional experiences he will help you communicate a strong sense of urgency to your clients.



Lew Nason, LUTCF, RFC®

Asking the Right Questions

Using proven questioning techniques gets your prospect or client emotionally involved and helps you secure 9 of 10 appointments. Adapting the right questions will also achieve a 9 out of 10 closing ratio for getting your clients to accept your planning and product recommendations.



Norman G. Levine, CLU, ChFC, CSA, RFC®

Leadership is Never an Accident

A great leader talks about how he used transferable principles of leadership to build two diversified financial service firms, in New York City and the other with 11 offices from Fairbanks to Southern California. Past national president of NAIFA, GAMA, LUTC and recipient of the John Newton Russell award, Norm has been both a TOT producer, a GAMA Master Agency builder and 10 time MDRT speaker. His Non-Interview technique and Joint Work philosophy are timeless strategies that will work effectively for you and your associates.

