NEW YORK & NATIONAL LONG-TERM CARE BROKERS
Training Calendar 2016 – 3rd/4th Quarter
(all times are Eastern Time unless otherwise noted)

Call Bob Vandy at 518.688.8105 or 800.695.8224 (ext. 105) or email Bob @ bvandy@nyltcb.com to register for a webinar.

Date & Times	***Topic***	***Instructor***
SPECIAL: Tuesday **October 18, 2016** **2:00 – 2:30 PM ET**	**Great Ideas from OneAmerica** • ***A leader in the linked benefit space!*** • ***Survivorship linked benefit?! TQ Money Linked solution?!***	**Keith Bercun** ***OneAmerica – State Life*** **(Webinar: presenting LIVE)**
Thursday **October 20, 2016** **2:00 – 2:30 PM ET**	**Unlock the power of "Optionality" with 2 unique sales ideas from AIG** • ***See how ROP Term can increase term life sales success!*** • ***Use "odd year term" to make more sales!***	**Chad Bachorowski** ***AIG-US Life*** **(Webinar: Presenting Remotely)**
Thursday **October 27, 2016** **2:00 – 2:30 PM ET**	**American National's Signature GUL – A Powerful Combination!** • ***That's right – a NEW GUL product IN NY!*** • ***Unique "Cash Out" ROP rider and more!***	**Tom Granata** ***ANICO*** **(Webinar: Presenting Remotely)**
Tuesday **November 1, 2016** **8:00 – 11:00 AM ET** ***Century House – Latham , NY***	**EXCLUSIVE Meeting with Prudential & "Dr. Bob!"** • ***VERY popular presentation on the "Who, Why, Where, When & What" of Chronic Illness*** • ***The biggest shock in retirement for your clients***	**Dr. Robert Pokorski** ***Prudential Financial*** **(LIVE Event)** **Email Bob Vandy to Register**
Thursday **November 3, 2016** **2:00 – 2:30 PM ET**	**A-List Term – a GREAT Employer Based term Option from LGA!** • ***Hear from a leader in the term life space!***	**Rick Eskin** ***Dye & Eskin - Legal & General America*** **(Webinar: Presenting Remotely)**
Wed - Thurs **Nov. 9-10, 2016**	**2 Day LTCi Sales Academy (LIVE Event)** • ***Product, Underwriting, Sales Process, Prospecting & Marketing*** • ***Medicare, Medicaid and more…*** *For more info and to register email or call Melissa at mfrasier@nyltcb.com or 518.688.8115*	
Wednesday **November 9, 2016** **4:00 – 5:00 PM ET** ***(From Nov. Sales Academy)***	**Security Mutual Life of NY Sales Academy Presentation** • ***Planning for a Chronic Illness*** • ***How LTCI & life policies can work TOGETHER for LTC needs!***	**George Kozol, JD** ***Security Mutual Life of NY*** **(Webinar: presenting LIVE)** **Email Bob Vandy to Register**
Thursday **November 10, 2016** **12:45-2:45 PM ET** ***(From Nov. Sales Academy)***	**LTCI & Medicaid – Planning for Unisured, Unmovable & Cash Poor Clients – Sales Academy Presentation** • What do you do when they can't qualify for or afford LTCI? • Can LTCI and Medicaid actually work TOGETHER?!	**Louis W. Pierro, Esq.** ***Pierro, Connor & Associates*** **(Webinar: presenting LIVE; also being broadcast to Elder Counsel members)** **Email Bob Vandy to Register**
Thursday **November 17, 2016** **2:00 – 2:30 PM ET**	**Let Ameritas Help You Sell More Disablity Income!** • ***Why group DI is NOT enough!*** • ***Why Ameritas is a leader in DI***	**Eric Ojeda** ***Ameritas*** **(Webinar: Presenting Remotely)**
Thursday **December 1, 2016** **2:00 – 2:30 PM ET**	**Protecting Your Retirement with Nationwide** • ***What is the biggest threat to your client's retirement?*** • ***How can Nationwide help protect it?***	**Steve Chambers** ***Nationwide Financial*** **(Webinar: Presenting Remotely)**
Thursday **December 8, 2016** **2:00 – 2:30 PM ET**	**John Hancock's "Vitality" Program – now in NY!** • ***Got clients who want lower life premiums?*** • ***Lifestyle help for life insurance?***	**Donna Testa-Murphy** ***John Hancock*** **(Webinar: Presenting Remotely)**
Thursday **December 15, 2016** **2:00 – 2:30 PM ET**	**OneAmerica – Part 1 - PRODUCT** • ***Linked Benefit Products – How and Why*** • ***Survivorship linked benefit?! TQ Money Linked solution?!***	**Keith Bercun** ***OneAmerica – State Life*** **(Webinar: presenting Remotely)**
Thursday **December 22, 2016** **2:00 – 2:30 PM ET**	**OneAmerica – Part 2 – CASE STUDIES** • ***OK – where do the products fit in client situations?!*** • ***What fits when? Real life application of great product solutions!***	**Keith Bercun** ***OneAmerica – State Life*** **(Webinar: presenting Remotely)**