

NEW YORK & NATIONAL LONG-TERM CARE BROKERS

1st Quarter Training Schedule 2012

(all times are Eastern Time unless otherwise noted)

<u>Date & Times</u>	<u>Exp. Level*</u>	<u>Topic</u>	<u>Instructor</u>
Thursday January 5, 2012 2:00 – 3:00 PM	B	The Genworth “Life Jacket” Program <ul style="list-style-type: none"> • A truly complete life insurance selling program • From needs analysis to quoting to app – it’s all here! 	Chad Bachorowski, CFP Regional V.P. Genworth Financial
Thursday January 12, 2012 2:00 – 3:00 PM	B	“Turnkey” Life – Quotes, Xrae, e-apps & More * an easy to use system for writing term life	Pete Kelly COO & Chief Underwriter NY/NLTCB
Thursday January 19, 2012 2:00 – 3:00 PM	B	Got North American Life? (NACOLAH) <ul style="list-style-type: none"> • product & marketing advantages • 	Nick Olson Internal Wholesaler North American Life
Thursday January 26, 2012 2:00-3:00 PM	B/I	The Ameritas/UNIFI/Union Central Value Proposition <ul style="list-style-type: none"> • GSI & Focus 10 – two competitive strengths! • DI & Life from a great carrier! 	Debra Guerard/Mike Welsh Sales Support Coordinator Ameritas/UNIFI
Thursday February 2, 2012 2:00-3:00 PM	B	MultiVantage Single Premium Deferred Annuity <ul style="list-style-type: none"> • 4 initial Guar Rate Options (GROs) – 4,5,7,10 years • 1% first year rate enhancement & more! 	Derek Adnams, ChFC Senior Brokerage Manager National Integrity/Western & Southern
Thursday February 9, 2012 2:00 – 3:00 PM	B	Indexed Annuity Sales Ideas and More... <ul style="list-style-type: none"> • understand this often misunderstood product! • BONUS: SPIA (Single Premium Immediate Annuity Ideas) 	Joe Maru Annuity Sales Manager NY/NLTCB
Thursday February 16, 2012 12:00-1:30PM	B	Life Insurance Made Easier – issued in 3 Days w/ANICO Life?! <ul style="list-style-type: none"> • e-apps, no exams, specimens, etc. 	Stu Mikkelsen National Sales Manager ANICO-IMG
Thursday February 23, 2012 12:00-1:30PM	B	“Why People Buy [LTCi]...” <ul style="list-style-type: none"> • how, when & why people buy LTCi • results of recent consumer research by Mutual of Omaha 	Steve Pike Brokerage Health Sales Director – LTC Mutual of Omaha
Thursday March 1, 2012 2:00 – 3:00 PM	B	Daytime Disability Income Insurance Sales Approaches <ul style="list-style-type: none"> • maximizing income protection via combination plans • addressing business owner concerns for short and long term illness 	Gary Clair V.P. Life Division NY/NLTCB
Thursday March 8, 2012 2:00 – 3:00 PM	B/I	How To Use the [FREE] LTC Financial Scenarios Software <ul style="list-style-type: none"> • free software that will help you write more LTCi! • Simple to use; simple to share with clients & prospects 	Bob Vandy, CLU, ChFC, LUTCF, CLTC V.P. Marketing NY/NLTCB
Tuesday- Wednesday March 13-14, 2012	B/I	LTCi Sales Academy (only select sessions available via webinar when indicated) <ul style="list-style-type: none"> • Product, Underwriting, Sales Process, Prospecting & Marketing • Medicare, Medicaid and more... 	
Thursday March 22, 2012 2:00-3:00 PM	I	Voluntary Group Sales Opportunities with Unum <ul style="list-style-type: none"> • you think of Unum for Group LTC but how about: <ul style="list-style-type: none"> • Life, Disability and more! 	Ben Lorentzen Sales Consultant – Group Tanya Cox Account Consultant Unum
Thursday March 29, 2012 2:00 – 3:00 PM	B	The LTCi Buyer Today – Who is it and WHY? <ul style="list-style-type: none"> • Who is today’s LTCi buyer? • What are they buying...and why? • Bonus: The 3 Paradigms you MUST shift in 2012! 	Brian O’Connell Marketing & Training Specialist NY/NLTCB

Each Session (unless otherwise noted) is Slated to be Available Via Webinar as well as “Live”

* “Experience Level” legend – B = Beginner; I = Intermediate; A = Advanced

Call Brian O’Connell at 518.371.5522 or 800.695.8224 (ext 132) or email Brian @ boconnell@nylctcb.com to register for a class.