

You are Invited to Attend a Very Special Symposium

One That will Help You Build
Your Business Like No Other!

Please join us in Dallas, TX
@ the New Benefits Corporate Headquarters
14240 Proton Road, Dallas, Texas 75244

October 8th, 9th, & 10th

Double Tree Hotel, 4099 Valley View Lane, Dallas, TX - \$89 corporate rate

**Come join the team of Money Concepts & Marketing Financial
for a highly-interactive, dynamic and FREE
two and half-day advanced sales symposium featuring:**

- ✓ Learn the complete **Turn Key Seminar System** for marketing Fixed Indexed Annuities from one of the nation's top annuity producers!
- ✓ **Entaire Global** will be training Money Concept attendees at no charge (**\$150 Value!**) in their **Financed Planning** for Business Owners program.
- ✓ **Premium Finance** is alive and well. Learn how this strategy can benefit your high net worth clients for estate planning purposes.
- ✓ What you need to know right now about Wealth Transfer & **Lincoln Financials Money Guard.**
- ✓ **Senior Settlements** equals found money for your senior clients and top commissions for you! Exclusive program for Money Concept Advisors.
- ✓ Roll out of the **Money Concepts Discount Benefit Card** from **New Benefits & MiQuotes**. A fantastic tool for lead generation and client brand loyalty!
- ✓ **Real case studies** on today's hottest financial topics!
~ Bring your cases for discussion

**Do NOT miss this opportunity to grow your book
while doing the right thing for you and your clients.**

To register contact: Dennis Martinez, Marketing Financial
RSVP by special invitation only: 800.677.1087



MARKETING ★
FINANCIAL

October 8th, Thursday- New Benefits Corporate Headquarters:

The 'E' Myth-Annuity Marketing & Sales Training Turn-Key System' Part 1.

Speaker: Tracey Mitchell, President Guidepost Financial

2:00 p.m. Business Focus – Surprise your audience by educating them at seminars.

3:00 p.m. Audience/Target Market

3:30 p.m. Topic/Product

3:30 p.m. Communication Method – PowerPoint vs. Written Word

4:00 p.m. Break

4:20 p.m. Developing your Practice / Advisor vs. “pitch man”

5:00 p.m. Marketing System

6:00 p.m. Networking Social

7:00 p.m. Dinner

October 9th, Friday - New Benefits Corporate Headquarters:

7:00 a.m. Networking Breakfast

The 'E' Myth-Annuity Marketing & Sales Training Turn-Key System' Part 2.

Speaker: Tracey Mitchell, President Guidepost Financial

8:00 a.m. Seminar Base System

9:00 am. The Science of Winning Seminars

- Seminar Philosophy
- Seminar Design
- Generating Attendance
- The Mail Invitation
- Gathering and Tracking Responses
- When NOT to have seminars
- Location

10:00 a.m. Live Presentation

11:00 a.m. Lincoln Financial's Money Guard

Speaker: Ed Lewandowski, Lincoln Financial

12:00 p.m. Working Lunch

Lincoln Financial's Premium Finance

Speaker: Ed Lewandowski, Lincoln Financial

1:30 p.m. Tour of New Benefits Corporate Headquarters

Raygin Burriss & Robin Rendleman, New Benefits

2:30 p.m. Money Concepts New Benefits Discount Card

Speaker: Kenda Hoffman, Vice President, New Benefits

Speaker: Dennis Martinez, Vice President, Marketing Financial

4:00 p.m. MiQuotes Selling System

Speaker: Bob Walker, Director MiQuotes

6:00 p.m. Networking Social

7:00 p.m. Dinner

October 10th, Saturday – Double Tree Hotel:

7:00 a.m. Networking Breakfast

8:00 a.m. Entaire Global Financed Planning for Business Owners (EGU Training no charge - \$150 value)

Speaker: Jon Scaman, Entaire Global

9:30 a.m. Fixing Broken Policies & Senior Settlements

Speaker: Alan Lockhart, Marketing Financial

10:30 a.m. Income MAX

Speaker: Dennis Martinez, Marketing Financial

11:00 a.m. Money Concepts & Marketing Financial Panel Discussion on Current Sales

Speakers: Ruben Ruiz, Regional Director Money Concepts & Dennis Martinez, Marketing Financial