



Workshop Agenda

- 9:30am** Registration/Coffee
- 10:00am** Markman Group and 21st Century Retirement Solutions
- *Why Insurance Agents are qualified to educate and advise people about their retirement savings and financial security.*
 - *The events that caused everyone to rethink retirement.*
 - *Why insurance based solutions must be the foundation of most people's retirement planning.*
 - *Why most insurance companies escaped the negative effects of the "Financial Crisis/Recession."*
- 10:45am** Break
- 11:00am** The 21st Century Opportunity
- *Retirement Security Essentials – A Clear Mission*
 - *The Marketing Plan, Lead Program and Your Team*
 - *Independence with Maximum Support - Without Commission Reductions*
- 12:00pm** Lunch Break
- 12:45pm** Re-thinking Retirement Security - The consumer presentation.
- 1:15pm** Marketing YOUR most valuable "product".
- 1:30pm** Break
- 1:45pm** Tax Deferred or Tax Free Retirement savings and income.
Powerful ways to build retirement wealth and turn it into the pension-like income everybody wants.
- 2:15pm** Become confident - Master the sale of Fixed Index Annuities and Long Term Care Insurance.
(hint: you won't be doing much selling - you will be their buying coach)
- 3:15pm** Wrap up – Call to Action-Get Started
- *Contracting Information*
 - *Lead Program Information*
 - *Dallas Training – April*

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