



Meeting AGENDA

presented by:  **Capmar**TM
Insurance Services

Wednesday **September 7th**

7:30am - 8:30am

Breakfast at TWakefield

All Meetings in Wakefield/Online

WATCH NOW  8:30am - 8:40am

Sales Congress - Welcome and Kickoff – Terry Register, Aaron Bryson

WATCH NOW  8:40am - 9:00am

Smart Agent System – *EApp, Prospecting and Client Communications in a Digital Word*- Terry Register, Kevin Kilberry

smart
Agent System
GAINING THROUGH TRAINING

INDIVIDUAL MARKET

WATCH NOW  9:00am – 11:30am

- Life Insurance Planning Strategies
- Term Sales Living Benefits
- Sales Ideas Columbus Life
- Business Market For Individual Agents

INDIVIDUAL DISCUSSION

WATCH NOW  11:30am – 12:00pm

12:00pm - 1:00pm

Lunch - Training Center/ Online

BUSINESS MARKET

WATCH NOW  1:00pm – 1:30pm

Unlocking Power of IUL – *Selling System* - Neil Wilding

WATCH NOW  1:30pm – 2:00pm

Retirement Analyzer-Steve Goldstein

WATCH NOW  2:00pm – 2:30pm

Revenue Booster- Simple Program Digital Experience-

WATCH NOW  2:30pm – 3:00pm

- Benefits To Business Owners
- Key Person
- IUL vs 401k
- Split Dollar
- PEO – Resourcing Edge

RETIREMENT MARKET

WATCH NOW  3:00pm -5:30pm

- Stonewood for Qualified Money
- Book Program for Prospecting
- Retirement Analyzer
- Pooled Income Funds
- Insured Retirement Advantage
- Life Exec Planning
- Indexalyzer
- Seminar Prospecting

6:00pm - 6:30pm

Adjourn

WATCH NOW  **6:30pm**

Dinner –Dinner Wakefield Please attend Seminar sample for Clients on Zoom



Meeting AGENDA

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Insurance Services

Thursday September 8th

7:30am - 8:30am

Breakfast at Training Center

All Meetings in Training Center/Online

WATCH NOW ▶ 8:30am - 9:00am

Setup Your Life Department - Terry

SENIOR MARKET

WATCH NOW ▶ 9:00am - 1:00pm

- Myseniornetwork.com Why work the Senior Market
- 40 Hr Plan
- Online Training
- Med Supp and Med Advantage
- LTC
- Final Expense

WATCH NOW ▶ 1:00pm - 1:15pm

Silac - Title – Presenter

WATCH NOW ▶ 1:15pm - 1:30pm

Sentinel /Atlantic Coast - Title – Presenter

WATCH NOW ▶ 1:30pm - 1:45pm

American Equity - Title – Presenter

WATCH NOW ▶ 1:45pm - 2:00pm

Great American- Title – Presenter

WATCH NOW ▶ 2:00pm - 2:15pm

Oceanview - Title – Presenter

WATCH NOW ▶ 2:15pm - 2:30pm

Nassau - Title – Presenter

WATCH NOW ▶ 2:30pm - 2:45pm

American National - Title – Presenter

WATCH NOW ▶ 2:45pm - 3:00pm

Athene - Title – Presenter

WATCH NOW ▶ 3:00pm - 3:15pm

Global Atlantic - Title – Presenter

WATCH NOW ▶ 3:15pm - 3:30pm

Standard - Title – Presenter

WATCH NOW ▶ 3:30pm - 3:45pm

Equitrust - Title – Presenter

smart
Agent System
GAINING THROUGH TRAINING