



## INCREASE YOUR INCOME By Offering Annuities with Confidence

Many agents have asked us if we can provide a top-quality annuity training series, and the answer is yes!

In answer to your requests, we have contracted with MyAnnuityTraining.com to provide a weekly webinar series and total learning program where you can learn to offer annuities with confidence. It's easy and it costs you nothing.

### WHY SELL ANNUITIES?

Annuities are in hot demand! Thanks to the recession, fixed and indexed annuity sales have been soaring, and we continue to see very strong sales figures this year. If you talk with your customers about the safety and potential high yields available on annuities, they will be interested. Plus, multiple sales strengthen your client relationships.

Agents who sell annuities in addition to their primary line of business make a lot more money. If you're not starting a conversation about annuities with your customers, you're failing to serve them fully, and your income is not what it could be.

### IS THE TRAINING WORTH YOUR TIME?

Before rolling this training program out to you, we test-piloted it with some of our agents. Those who have never sold an annuity before have been telling us that this training is very clear and understandable, and it provides a clear sales track.

Others who have experience selling annuities have been telling us that it gives them fresh ideas that have made a difference in their sales results.

MyAnnuityTraining.com will show you a sales method that involves no additional prospecting, no cold calling, no marketing, and no lead costs. When you meet with clients, ask just one additional question that can lead to an annuity sale.

### HOW DO I GET STARTED?

It's simple. Go to the [www.MyAnnuityTraining.com](http://www.MyAnnuityTraining.com) website and register for an account. During the registration process, you will need to enter a Customer Code. Without it, you can't get in! So, be sure to use this customer code:

**AIB**

Once on the website, register for a training webinar. The webinars are held every Wednesday at 11:00 a.m. Eastern time, they last one hour, and you must register in advance. They are only available live, not recorded, so please set that time aside on your calendar.

If you have questions, contact us. We believe this training will take you to the next level of success. It's just one way that we can succeed together. And, as always, thank you for your business.



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866.999.1332

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