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Today's Agenda



1—Welcome & Intro

Larry Killingsworth

2—Motorcoach Minute

Featuring Kevin Creighton

3—UMA Legislative Update

Ken Presley

4—Sneak Preview: Sales Summit

Larry Killingsworth

5—Driver Training Part II: Customer Care, Passenger Safety, and Accident Scenes

Dan Tomlinson, Lancer Insurance Company

6—Overdrive



Ken Presley
Legislative Update

Past participants said:

- *The information I took away definitely will help myself & our Sales Team.*
- *If I can just implement a couple of things - we'll be further ahead than before. I am hoping that this was the first of MORE SEMINARS to come.*



www.uma.org/events/uma-sales/

Throwback Thursday: Jim McCann at UMA's 1st Sales Summit



Save the date: 2021 UMA Sales Summit, July 13, 14, and 15

The first UMA Sales Summit was rated 4.4 out of 5 by participants.

- "Overall **great experience**, there were a lot of great panels and discussions with a diverse group."
- "I am **excited to share** this with my Sales Team."
- "Additional sales staff will definitely attend in the future!!!"
- "It was really beneficial. There were a lot of **great ideas** and it really made us look at how we were treating sales and **where we can improve**."

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Dan Tomlinson

Lancer Insurance Company

