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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

The logo features the letters 'UMA' in a stylized blue font with a white swoosh underneath, followed by the word 'Online' in a green sans-serif font. Below this, the words 'TOWN HALL' are written in a large, bold, blue sans-serif font. Two horizontal green lines are positioned above and below the 'TOWN HALL' text.

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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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