

National Group Marketing

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National Sales Director

A blue pen with a silver tip is positioned diagonally across the frame, resting on a document. The document features a bar chart with several blue bars of varying heights. The background is a light blue grid. The text 'Number One Rule in Business' is overlaid in white, centered in the upper half of the image.

Number One Rule in Business

Find a Need and Meet it!!



Rule Number Two In Business

Find a great need and meet it!
More pain the better!

A green bicycle with a wicker basket full of purple flowers is parked on a sandy beach. In the foreground, a wicker picnic basket and a roll of striped fabric are visible. In the background, a man and a woman are sitting on a large tree trunk, looking out over a body of water. The scene is set during sunset or sunrise, with a warm, golden light. The text "Things in life that are Timely! There are things in life that are Timeless!" is overlaid in white.

Things in life that are Timely!
There are things in life that are Timeless!



Timely Business Practices

AI in the office



Timeless Business Practices

- Ask for the referral-113% of the time
 - I need your help
- Can you help me find someone just like you who needs to save money and get better benefits just like you did today?
- What in the world is the extra 13%?

A large, light gray puzzle piece is centered on a dark brown background. The piece is slightly offset to the right and has a soft shadow beneath it. The text 'Creative Partnerships' is written in white on the left side of the piece, and a bulleted list is on its right side.

Creative Partnerships

- P&C Agencies
- Supplemental Benefits

Simple Tricks that pays big dividends



- Answer your phone!
- Pay a claim as if it were your own claim for yourself!

Offer Life Insurance Every Time you sell!

- Four levels of life insurance-What do you need
 - Final Expense
 - Mortgage protection
 - Income Replacement with period certain
- Income Replacement Lifetime \$1,000,000 per \$50,000 in annual income



Get Outside of your comfort zone!

Let me tell you about my week...this week, from following rules.