

National Group Marketing

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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 scenic outdoor setting featuring a vintage-style green bicycle with a basket full of purple flowers. The bicycle is positioned in the foreground, leaning against a large tree trunk. In the background, a couple is seen walking along a sandy beach near a calm lake. The scene is bathed in warm, golden light, suggesting a sunset or sunrise. The overall atmosphere is peaceful and romantic.

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%?

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

A photograph of a clear sand timer with yellow sand falling from the top bulb into the bottom bulb. The timer is positioned in front of a white wall calendar. The calendar shows the days of the week: Monday (22), Tuesday (23), Wednesday (24), Saturday (29), Sunday (30), and Monday (31). The date 2023 is visible at the top of the calendar. The sand timer is tilted, with the sand falling from the top bulb.

Get Outside of your comfort
zone!

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