

NAIFA-Greater Detroit Sales Congress

Tuesday, March 9, 2010 - 8:00 a.m. – 4:00 p.m.

“BOUNCING BACK”

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STEVE PARRISH, JD, CLU, ChFC, RHU

“Filling the Financial Gaps in Challenging Times”

Steve will identify the five financial gaps created (or worsened) by the economic slowdown and offers a process for filling these gaps. The solutions for these gaps concentrate primarily on life insurance opportunities.

KATHLEEN PRITCHARD

“Client Acquisition in a Wired World”

Ready or not....It's a wired world. Kathleen will explore the value of an integrated marketing strategy that will set you apart in that world. Learn web sites that work, how to market your website, principles of effective networking, researching prospects and clients and social networking made simple.

TIM McCORMICK

“The Never Be Average Secrets of Bounce-Back Ability”

Back by popular demand! Tim spent ten seasons as a professional athlete and has crafted a game plan that emphasizes the five key strategies needed to overcome obstacles and meet your personal and professional objectives. Tim will take the secret of preparation for premier athletes and present them in the context of YOUR business, move you to action and inspire you to reach your highest level.

JULIUS H. GIARMARCO, JD, CLU

“With All Due Respect to David Letterman, The Top Ten Uses for Life Insurance in Estate Planning and Business Succession Planning”

Life insurance is commonly used as a method of paying estate taxes. Learn how life insurance can still play a significant role in a non-taxable estate and play an essential role in the typical family business succession plan.

Ticket Price: \$60.00 each
(Visa & Master Card Accepted)

Please Send Ticket Orders and Payment to: NAIFA-Greater Detroit, 30600 Northwestern Hwy., Suite 208, Farmington Hills, MI 48334
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