

Seminar

People buy differences, not similarities

Prospects today will speak to and interview 3 or 4 different financial advisors before they finally select one. The role of marketing is to separate and differentiate you so you become the only logical choice of where to do business. It's imperative if you want to be a Million Dollar Producer.

It's all about systems

Growing your business is simply a function of the quality of the systems you have in place. You must systematize the routines in your business. You must have 4 key processes in place to attract, convert, leverage and retain clients. It's a necessity if you want to become a Million Dollar Producer.

Make it easy to buy

F.W. Woolworth said, "I'm not very good at selling; therefore I must make it easy for people to buy." We don't make it easy. We actually make it quite difficult. Million Dollar Producers understand what it takes to make it easy for affluent high net worth individuals to buy.

Effective marketing

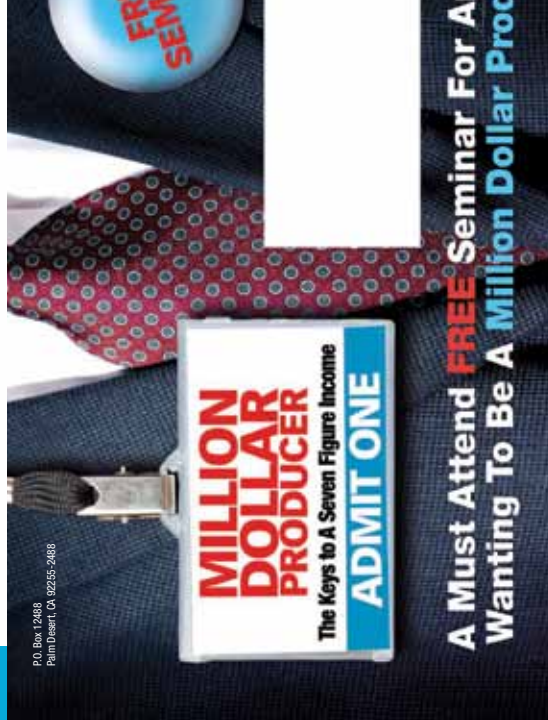
If marketing is done properly, your days of selling are over. You can reduce the sales cycle dramatically if you'll let your marketing work hard so you can work smart. Million Dollar Producers understand you must master the principles of effective personal marketing.

Your best sales presentation

The best sales presentation is the one you never have to make—because you've been referred. It's not that clients don't want to refer you—they do. It's not that they don't want to—they don't know how to. Remove the burden off your client and watch your referrals soar. Million Dollar Producers have systems in place to generate never ending referrals.

And much, much more!

Register now at www.milliondollarproducer.com or call 800-226-9269



P.O. Box 12488
Palm Desert, CA 92215-2488



SEMINAR DATES AND LOCATIONS	
Seattle, WA Wednesday August 1, 2007	Uniondale, NY (Long Island) Friday August 17, 2007
Boise, ID August 3, 2007	Hartford, CT Friday August 22, 2007
Boston, MA Wednesday August 8, 2007	Stamford, CT Friday August 24, 2007
Newtown, MA Friday August 10, 2007	Baltimore, MD Tuesday August 28, 2007
Fort Lee, NJ Wednesday August 15, 2007	Tyson's Corner - Vienna, VA Thursday August 30, 2007

Time: 8:30 AM to 12:30 PM
Registration: 7:30 AM to 8:30 AM

Register at www.milliondollarproducer.com or call 800-226-9269

Million Dollar Producer Seminar Produces Results



Jan Hickerson Don Boyd Chris Eilers Kathy Howard Anthony Epps Peter Dourdas John Thompson Richard Chamberlin

Each year for the last four years I've had my best year ever. My income has gone from \$60,000 to \$522,000 last year. Awesome stuff.	In just one year, my commissions increased 5 fold from \$40,000 to over \$210,000. There is only one thing you can say — it works!	My commissions went from \$40,000 to over \$400,000 within just 12 months of using just a few of the ideas I learned at your seminar.	My income has more than tripled in 12 months using these ideas. In 2006, I earned over \$250,000. You don't want to miss this seminar!	My income has seen a five fold increase since implementing these ideas. My commissions have increased from \$140,000 to over \$740,000.	I had been stuck on a \$400,000 plateau for years. In 12 months of using these ideas, I've already topped \$1,000,000 in commissions.	I've used these ideas since 1996 and, conservatively, have earned an additional \$4.5 million dollars in additional commissions as a result.	My income has gone from \$50,000 to \$255,000 in just one year. In year 2 my income rose to \$470,000. Not a bad move in just 2 years.
---	--	---	--	---	---	--	--

Registration: 7:30 - 8:30 AM
Seminar: 8:30 AM to 12:30 PM
COST: FREE



Financial Services	Who Should Attend
Industry experts are predicting 1 out of 2 financial advisors won't make the cut. "Million Dollar Producer" status is assured if proven marketing principles and strategies are followed. Join us for an in-depth Masters Class in Business Development and Personal Marketing.	<ul style="list-style-type: none"> • Stockbrokers • Insurance Agents • Financial Advisors • CPA's • Life, Health & LTC Agents • Bank Branch Reps • Employee Benefit Specialists • Financial Planners • Investment Advisors • Estate Planners • Money Managers • P & C Agents • Mortgage Brokers • Disability Agents



Seminar Overview

Million Dollar Producer status is assured to the degree one masters these 8 key skill sets all Million Dollar Producers possess.

- 1 Prospecting—identifying key prospects
- 2 Establishing trust and rapport
- 3 Identifying the customer's problems or needs
- 4 Presenting your product or service as the ideal solution to their problem
- 5 Answering objections and concerns
- 6 Getting agreement to proceed
- 7 Obtaining repeat and referral business
- 8 Creating systems and processes



Stephen W. Anderson

A Word About Your Speaker

Stephen W. Anderson is considered one of the brightest marketing minds in the industry today. He was earning over \$1,000,000 a year in commissions starting at the ripe old age of 21. He averaged 5 new clients a day his first two years in the business. He rewrote the record books and achieved Million Dollar Producer status in just his second year.

FREE BONUS GIFTS

- 1 **FREE T-SHIRT**
- 2 **MARKETING MANUAL**

I went to this seminar and all I got was this sexy tee shirt, a penthouse apartment in New York, two Ferraris, an eight-foot yacht, my own private jet and an island retreat in the Caribbean.

Register at www.milliondollarproducer.com or call 800-226-9269