

Long-Term Care Insurance 2011 Teleconference Schedule



Selling LTCi is Easier than You Think!

Especially when you have access to all the tips, tools and training you need. Join our monthly teleconferences for information that will help simplify the sales process and give you the confidence to sell with ease.

Here's how to participate!

- Mark your calendar for the **third Tuesday** of each month
- All teleconferences are offered at **9 a.m. and 3 p.m.** Central time
- Each call lasts approximately **20 minutes** and will include time for questions
- Dial **1-877-511-4819** a few minutes before the call is scheduled to begin
- Mention **the Conference ID** to the operator

<p style="text-align: center;">The Basics of LTCi Tuesday, January 18</p> <p style="text-align: center;">9 a.m. (conference ID: 30816720) 3 p.m. (conference ID: 30827023)</p> <hr style="width: 20%; margin: auto;"/> <p>Get a refresher course in LTCi. Learn what it is, why people need it and what you're missing if you're not selling it.</p>	<p style="text-align: center;">Multi-Life LTCi Tuesday, April 19</p> <p style="text-align: center;">9 a.m. (conference ID: 30820743) 3 p.m. (conference ID: 30827918)</p> <hr style="width: 20%; margin: auto;"/> <p>Get tips on talking to small-business owners about LTCi and learn about our multi-life product options.</p>
<p style="text-align: center;">Contemporary, Innovative LTCi Products Tuesday, February 15</p> <p style="text-align: center;">9 a.m. (conference ID: 30820741) 3 p.m. (conference ID: 30827916)</p> <hr style="width: 20%; margin: auto;"/> <p>Learn more about our LTCi products and how they're designed to give you choice and flexibility.</p>	<p style="text-align: center;">The Cost of LTC Services Tuesday, May 17</p> <p style="text-align: center;">9 a.m. (conference ID: 30820744) 3 p.m. (conference ID: 30827919)</p> <hr style="width: 20%; margin: auto;"/> <p>Learn why it's to your advantage to know the cost of LTC services in your area and get a valuable tool to help.</p>
<p style="text-align: center;">Cash and Reimbursement: the Best of Both Worlds Tuesday, March 15</p> <p style="text-align: center;">9 a.m. (conference ID: 30820742) 3 p.m. (conference ID: 30827917)</p> <hr style="width: 20%; margin: auto;"/> <p>Discover how our built-in cash benefit gives clients the option to choose cash or reimbursement benefits.</p>	<p style="text-align: center;">Our LTCi Underwriting Philosophy Tuesday, June 21</p> <p style="text-align: center;">9 a.m. (conference ID: 30820745) 3 p.m. (conference ID: 30827920)</p> <hr style="width: 20%; margin: auto;"/> <p>See how our underwriting team strives to get your business issued quickly and learn what you can do to help.</p>