



## Significantly Increase Sales & Motivation Double Your Productivity

In this presentation, participants will learn:

- Ideas for doubling your business in the next 12 months
- How to be in the top 2% of all agents
- The IBM Technique, and other ideas that will get you through to any decision maker
- How a brand-new agent did more than \$16,000 in new **commission** business his first 6 weeks in the field
- How one personal-lines producer did just over \$80,000 in **commissions** last year
- How an agent with over 48 years' experience doubled his income in 9 months
- Prospecting techniques to significantly expand your network
- How to attain an 80% closing percentage
- The best mental toughness techniques to persist, persevere and get yourself to do what you need to do and then go beyond your perceived limits
- How to get and stay motivated at the highest levels
- The most effective time-management techniques including new ones you've never heard such as: the 3-days-in-one technique
- How to get twice as much done in the same amount of time
- How to develop a step-by-step plan to follow everyday
- How to make a great first impression, build solid relationships, and retain virtually 100% of the clients *you want to retain*
- How to build value and stop competing on price
- How to set yourself apart and present a truly unique selling proposition
- How to build a client base that will stay with you, continue to grow, and provide lots of referrals

### Wednesday, January 15th

DoubleTree Hotel, 363 Maine Mall Rd., So Portland  
9am – 4pm *No CEC's for Sales Seminar/1 hour  
lunch on your own*

**Presented by: John Chapin**

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Register TODAY – limited seating!

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