



Immersion Training with OneAmerica

Tuesday, November 3rd
& Wednesday, November 4th

**All times shown are Pacific*



Tuesday, November 3rd | *Tell Me the Story*

TIME	EVENT	FEATURING
10.00 AM - 10.05 AM	Opening Remarks	Matt Anderson, President of Broadtower
10.05 AM - 10.10 AM	Here Today - And For Whatever Tomorrow May Hold	Dave Soares, Divisional VP
10.10 AM - 10.35 AM	The Need For LTC & Why Lifetime	Brent DeGroot, Regional Sales Director
10.35 AM - 10.55 AM	Asset Care Story	Brent DeGroot, Regional Sales Director
10.55 AM - 11.10 AM	Annuity Care Story	Matt Anderson, President of Broadtower
11.10 AM - 11.20 AM	Q & A	Brent DeGroot, Regional Sales Director
11.20 AM - 11.25 AM	Closing Remarks	Matt Anderson, President of Broadtower, & Dave Soares, Divisional VP

Wednesday, November 4th | *Show Me HOW to Tell the Story*

TIME	EVENT	FEATURING
10.00 AM - 10.05 AM	Opening Remarks	Dave Soares, Divisional VP
10.05 AM - 10.15 AM	Questions To Ask, Who To Look For, & Conversation Starters	Brent DeGroot, Regional Sales Director & Brian Bole, Internal Sales Partner
10.15 AM - 10.40 AM	Sales Presentation Process	Matt Anderson, President of Broadtower
10.40 AM - 10.50 AM	Rate Calculators & Illustrations	Brian Bole, Internal Sales Partner
10.50 AM - 11.10 AM	Underwriting & Claims	Steve Ramczyk, Sr. Underwriting Consultant
11.10 AM - 11.30 AM	Results Through Marketing	Roz Montgomery, Sales Development Specialist
11.30 AM - 11.35 AM	Closing Remarks	Matt Anderson, President of Broadtower, & Dave Soares, Divisional VP