

All You Need for a Client Long Term Care Seminar

You know all about your company's Long Term Care product: what it does, how it works, who qualifies and who doesn't -- but do you know how to put a seminar together so that you can make sales?

Michael D. Bergman can give you all the points that work to make your seminar a success.

- Who do you invite?
- How do you get them to attend?
- Where do you have the seminar?
- What should I do before the attendees leave the seminar?
- How do I get the individual appointments afterwards?
- How do I complete the process and make the sale?

These are the types of information that Mike will give you so that your next Long Term Care Seminar is a success.

Join us on Wednesday, March 22nd, for lunch and a great speaker.

Michael D. Bergman is a graduate of Indiana University and has attained his ChFC, CASL and CFP designations. He was previously with MetLife in Indianapolis for 9 years. Mike is currently with State Farm as a Field Sales Associate in the Dallas Metroplex and assists State Farm agents with sales strategies in the areas of life insurance, investments, retirement and long term care. Mike joined State Farm in 2002.

Mike and his wife, Karin, reside in Plano with their daughter Zoe and son Zachary.

When: Wednesday, March 22, 11:30 a.m.-1:00 p.m.

Where: Dovies Restaurant, 14671 Midway Road, Dallas (north of Highway 635 with Proton Rd. as the street before it. Entrance is on the west side of Midway Road. Watch for the sign as it is not right on the street.

Cost: Luncheon is included at \$15 for WIFS members and \$18 for non-members.

Portamedic is our sponsor for this luncheon.