

**2 DAYS**  
**For Only \$375**

**Register Today!**

Name: \_\_\_\_\_

Guests Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Preferred name for name badge: \_\_\_\_\_

Email: \_\_\_\_\_

Attendees are responsible for their own rooms and meals, but lunch and refreshments will be provided in the meeting room. Attire is business casual to casual.  
IMPORTANT: Bring plenty of paper for taking notes.

Please make checks payable to: Education for Success

VISA  Mastercard  AMEX  Discover

Card Number: \_\_\_\_\_ Expiration Date: \_\_\_\_\_

Name on Card: \_\_\_\_\_

I agree by signing below that my card, as specified, will be charged by Brokers' Choice of America in the sum indicated above. I will not dispute this charge, and accept full responsibility for it's payment.

**REGISTRATION INFORMATION:** (If paying by credit card, please print name exactly as it appears on card, and use cardholder's billing address.)

**For additional information contact Lucy at:**

**1(800) 661-4292**

**Fax Form to: (303) 991-0801**

10350 East Easter Ave. • Englewood, CO 80112

*Don't miss this opportunity! 2 DAYS ONLY!*



**Tyrone M. Clark**  
**"The Seminar King"**

Instructor – Retirement Planning University

**IS IT WORTH IT FOR YOU TO GO?**

Would You Believe ... Only One \$12,000 Annuity Sale at 7% Commission Covers the Entire Cost of Your RPU Attendance

**SPEND A NICKEL AND MAKE A FORTUNE!**

Invest in Yourself – It's the best investment you will ever make! All of our Top Producers continue to learn and thus continue to earn top dollars.

Attending RPU will put another \$100,000 to \$1 million in your pocket in the next 12 months ... tough decision?



Join us for the Nation's #1 Sales Training Schools founded in 1990. When you attend our schools, you will quickly discover that we have worked very hard to create the best possible training for you. Over 7,500 agents nationwide have attended Retirement Planning University™ and we've had sensational evaluations from those producers.

No one can match the success of our training schools. Come see why so many of the nation's elite annuity producers have attended our schools and why they keep coming back every year!

**Monthly Class Since 1991**

*Call Today*

for the next date

**1.800.661.4292**

**Seating is limited! RSVP ASAP!**

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# Course Outline

## *Providing Essential Tools for Stellar Annuity Selling for Both the Advanced & Novice Producer*



### PART 1: BASICS

- What are annuities
- How do they work
- History of annuities
- Different types of annuities
- Taxation of annuities
- Features of annuities
- Pillars of safety for annuity products

### PART 2: SELLING ANNUITIES

- Learn the seven greatest annuity sales presentations
- How to obtain a letter of credibility from the IRS
- Learn all the negative features of fixed and variable annuities
- How to get tons of referrals from CPS's, Accountants, Tax Lawyers and other third parties
- The financial planning approach to selling tons of annuities
- How to instantly counter stocks, bonds, mutual funds, brokers and banks
- Learn the 10 best annuity closes

### PART 3: PROSPECTING

- The hottest senior seminars
- Annuity Telemarketing
- Using radio shows to sell annuities
- Using TV to sell annuities
- Commercials in the financial services field
- Newspapers
- Get referrals
- Sharpen your selling skills

### PART 4: PRODUCTS

- Traditional Fixed Annuities
- Multi-Year guarantee annuity
- Bonds / EIA Immediate Annuities
- Using annuities in Medicaid planning
- Using annuities in Medicaid planning
- Single Premium Life
- Annuity / LTC Combination products
- The product wizard

### PART 5:

- Legal aspect of selling annuities
- Market conduct issues
- Avoiding BAD annuities
- Avoiding the tax traps when selling annuities
- Annuities & Trusts
- Annuities & LTC
- Annuities & Medicaid Planning
- Proper annuitant / owner structuring

## Comments...

"For every dollar I paid to come out, I will earn an additional \$100. I will be back because I like this return."

L.C. - OH

"Highly informative, it covered areas of confusion very well, great sales ideas/closing ideas, seminar prospecting."

L.H. - CA

"By far the best annuity class I have ever attended, and I definitely will triple my income. 2nd time here, but learned so much more this time."

D.R. - AZ

"I would thoroughly recommend Retirement Planning University to provide a solid basics of both information on law and products, but also on sales techniques."

P.D. - NJ

"This was my fourth time through RPU. I learned a lot. I know I'll help more people, and make more money. I need a refresher every six months."

G.N. - CA

"Attending Retirement Planning University is an absolute must for any agent who wants to be proficient at knowing about and selling annuity"

B.C. - IA

"Awesome! I'm switching from securities and this gives me the path and the systems that I am looking for to be independent."

D.S. - SC

Dear Tyrone,

***I would like to take this time to thank you for the last two years. When I first started working with you two years ago, I had been a financial planner for seven years and I had never made more than \$70,000/yr.***

***This year I will make \$366,000 working only 9 to 5 instead of all hours of the night like I used to, to make much less. This is all due to your introducing me to your systems and networks. The best part is that doing the same exact thing next year I will make close to \$500,000.***

***Thanks again for all the work you do for us.***