

A graphic showing a basketball being tipped off by two hands against a wooden court background. The text "TIP-OFF TO SALES" is overlaid in large, bold, grey letters.

TIP-OFF TO SALES

Get the Game Plan for Success.

Don't Miss the "Tip-Off to Sales" Webinar Series

If you're looking for new ideas to retain producers and grow production, then mark your calendars for our high-impact webinars that are geared to deliver:

- What You Need to Know to Attract and Retain Top Producers
- How to Deliver Key Messages to Producers and Make a Big Impact
- The Secrets to Overcoming Objections and Challenges from Producers
- How to Help Producers Avoid Processing Pitfalls—from App to Issue
- How to Leverage Transamerica's High-Caliber Sales Tools and Resources to Grow Your Producers' Production

Look for your e-invitation and reserve your courtside seats for the upcoming season!

This webinar series is for General Agency staff only.

Need more information?

Contact Transamerica's Marketing Center at (866) 545-9058.

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www.lifesales.com

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This Season's Schedule

Jan. 12	Selling Life Insurance in a No-Estate-Tax Environment
Feb. 9	The TransSecurity® Solution <i>How to Boost UL Sales in a Depressed Economy</i>
March 9	Term for Our Times
April 13	Is Premium Finance Dead?
May 11	Tips to Surviving the Underwriting Process
June 8	It's All About the Income
July 13	How Producers Can Sell a Life Insurance Legacy
Aug. 10	Foreign Nationals Financial Planning: Making It Simple for Producers
Sept. 14	Why Insurance Professionals Should Sell Qualified Plans
Oct. 12	You Can't Take It With You, but You Can Give It All Away
Nov. 9	Best-Kept Secrets to Generate Business-Owned Life Insurance Sales
Dec. 14	End-of-Year Tax Strategies



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