Sales Tools For Financial Planners

Masterclass Catalogue

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ADVISOR 21
STRATEGY | LEADERSHIP | COACHING

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HOSTICK CONSULTING SERVICES INC.

Masterclass Details

- Each masterclass is educational and covers strategies for success
- The implementation for each advisor to personalize the knowledge is covered in an interactive workbook for each masterclass
- Masterclasses can be grouped to build courses which apply to segmented advisors and groups to achieve growth and development
- There are a variety of delivery options to choose from

Continue for a in-depth breakdown of what each masterclass entails.

14A-B - The Sales Process

Learn what a great sales process looks like and how you succeed if you follow it consistently as you grow the number of clients that you deal with. You will learn how this will not only improve your closing ratios but also be the key to your growth with unlimited referrals.

37A-B - 10 Reasons For Charitable Giving Using Insurance

This is a summary of the key reasons why prospects would want to talk to you about setting up a plan for charitable giving to a cause that they are passionate about.

38A-B - Insurance For Incorporated Companies

This is an outline highlighting some of the needs that incorporated companies have for permanent insurance.

39A-B - Insurance Policy For Your Child

This is a presentation you can make to your prospect when explaining the benefits of having permanent insurance for your children.

40A-B - Targeting Prospects For Par Insurance

There are many people in different walks of life who can benefit from owning permanent life insurance. This presentation will help you identify them.

41A-B - Top 10 Reasons for Critical Illness

This is a presentation which pinpoints the reasons why people are buying critical illness insurance in increasing numbers.

42A-B - Whole Life Insurance

This presentation will help you explain how whole life insurance works for your client.

46A-B - Plan for This Year

This presentation will help you walk through how to build a plan annually for your business.

45A-B - Close The Sale

Closing the sale is an activity which generates revenue. This presentation highlights some of the key techniques that you can use to accomplish this.

26A-B - Objections For Life Insurance

After you have closed the sale many people come up with objections as to why not take out a life insurance policy. This presentation will highlight solutions to some of these common objections.

12A-B - The Insurance Story

Learn how insurance works for your customers. They need to understand all types of insurance so they can build a plan for their own needs. A careful look will solidify your relationship and create a roadmap for you to navigate them as they grow through life's changes and challenges.

About Dan Hostick

Dan graduated with a B. Comm from McMaster University in 1971. He was very involved on campus with several organizations. He was a varsity hockey player for four years and was selected Captain of the hockey team in his final year. Dan immediately went into the insurance industry with London Life as a leading advisor, head office trainer and field regional director. His career was very accomplished as a field leader spanning 35 years with three large insurance companies. He achieved his CLU CHFC and CFP designations.

Upon retirement from his distinguished career as an advisor and field leader he has spent over the last decade consulting and coaching distribution organizations and advisors to success. He also was a partner in building software for coaches. Dan writes and delivers training programs designed to help advisors succeed and realize their potential. Many advisors and coaches have been participants in his training programs and enjoyed the benefits of these strategies.

Dan is committed to helping everyone he works with by sharing his over 50 years of experience appropriately and successfully.

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