



# 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.

#### This Season's Schedule

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



Transamerica Life Insurance Company  
Transamerica Financial Life Insurance Company

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