

It's the hottest trend in the industry, per the AnnuitySpecs Indexed Sales & Market Report:

Industry Sales of Indexed UL Increased by 30% in 2010 ... and they're up so far in 2011, too!

Across the country, agents are talking to their clients about tax-free retirement income. But what are the issues? How does fixed indexed universal life insurance play a role? What do you say to make the sale? How do you run the numbers?

In a live training series, every Wednesday at 2pm Eastern / 1pm Central / 12pm Mountain / 11am Pacific, we will teach you about this market and give you the tools you need to be successful!

TO REGISTER, go to www.MyFGLifeTraining.com. Click on "Register for an account" and enter your information. Make sure to enter "SalesLink" for the customer code.

Live Webinar Topics – Join us each week!

Module 1: Retirement Planning and the Role of Insurance

We explore the typical options that people consider when they think of retirement planning, such as Social Security, pensions, IRA's, and 401(k)'s. You will see that in today's environment, fixed indexed universal life insurance plays a surprisingly vital role in creating a reliable retirement plan. You will also learn how to fund a life insurance contract for maximum retirement impact.

Module 2: How to Generate FIUL Retirement Planning Sales

You will learn three questions you can use to start a conversation that can lead to a fixed indexed universal life insurance sale. You will also learn how to show your clients the value of this product in a simple (yet compelling) interactive demonstration.

Module 3: The Mechanics of FIUL Products

You will learn the ins and outs of how fixed indexed universal life insurance works. This is your peek under the hood to understand the mechanics of these products. No longer will FIUL be a black box for you! You will also learn how to use three different sales concepts to appeal to three different kinds of customers.

Module 4: The Underwriting Process and New Business Paperwork

You will learn all about the underwriting process and new business paperwork. Perhaps your client isn't in the best of health? No problem, because you will see that fixed indexed universal life insurance is attractive and makes sense for your clients' retirement planning whether they are a preferred risk or a substandard risk.

Module 5: The Fine Points of FIUL Products

You will learn all about the fine points of fixed indexed universal life: the death benefit options, surrender charges, contract loans, no-lapse guarantees, annual statements, and more. After this webinar, you will be in a much better position to offer these products with confidence.

Module 6: Answering Common Sales Objections

You will learn how to handle objections you will encounter from clients, from "Building retirement savings with life insurance, are you kidding?" to the dreaded "I need to think about it," and everything in between. Plus, you have the opportunity to submit objections you have heard (or that you have personally), and we answer them live on the webinar!

Occasional Special Topic Webinar: Using Indexed Life as Your Bank

The banking concept is a creative way of using permanent life insurance to help your clients accomplish the big things in life - financing major purchases, planning for retirement, and so on. We'll show you how this concept works and how to present it to clients.

Occasional Special Topic Webinar: Indexed UL in the Mortgage Lead Market

Perhaps you are on a mortgage lead program and sell term insurance all week long. Did you know that you could dramatically improve your income by offering fixed indexed universal life insurance? Did you know that your customers will actually be happier purchasing fixed indexed universal life insurance? We'll look at typical mortgage term sales situations and show you how to present fixed indexed universal life insurance as a more attractive alternative.