

# 2009 NLTCN Producer Conference

**Dates: 1/4/2009 —  
1/6/2009**



Sign up today to attend the 2009 NLTCN Producer Conference and let ICB pay for your room! For all ICB producers in attendance, ICB will reimburse you \$50 for every application you submit after the conference up to \$350. This is a great opportunity to learn from industry leaders and exchange ideas with many producers from all over the country. Definitely not to be missed if you want to boost your LTCI Sales in 2009!

**For more information, contact your  
Agent Sales Support Representative  
at 800-422-0696**

**Terms and Conditions:**

- Only licensed Agents/Producers and General Agents appointed through ICB are eligible.
- Contest not available to ICB Broker/Dealer and certain national accounts.
- All local, state, and federal taxes on awards earned are the responsibility of the participant.
- Void where prohibited by law.



**Long Term Care Consultant  
Educator and National Marketer since 1983**

The Associates of the National LTC Network

Presents

## **The 2009 LTCi Producer Conference that Focuses on YOU!**

**Sunday January 4<sup>th</sup> - 3:00 PM**  
Through  
**Tuesday January 6<sup>th</sup> - 12:00pm**

at the

### **Marriott DFW**

Near Dallas Fort Worth International Airport

Last year over 200 producers told us that our conference was one of the finest and most informative they had ever attended. We've made this one even better with presentations from eighteen of our industry's top producers and marketers and we gave them one challenge...to share proven sales and marketing ideas YOU can start using immediately!

Registration is only.....

# \$149

(Includes all sessions, the Welcome Reception on Sunday evening and all other meal functions).

### **Don't get shut out!**

Only 155 "spots" remain for this year's conference.  
Complete the attached registration form Today!

**NLTCN's Producers Conference is where LTCi in 2009 will begin!**

Meet your friends, talk LTCi, and start your year with a new focus.

# NATIONAL LTC NETWORK CONFERENCE

“MAKE 2009 YOUR BEST LTCI YEAR YET”

Join fellow producers from National LTC Network's Associates companies at our premier sales conference for producers. Our conference is being held in Dallas, Texas on January 4-6, 2009. We have developed an exciting agenda that focuses on sales and marketing ideas that will help you make 2009 your best LTCI sales year. Our first session begins on Sunday, January 4<sup>th</sup> at 3:00 PM. The conference ends at Noon on Tuesday, January 6<sup>th</sup> but don't leave early...you could miss an opportunity to win several valuable prizes. Enrollment is limited to the first 200 producers so make your reservations today and don't be shut out!

We will have presentations by some of our industry's top producers and marketers who will share ideas that you can take home and start using immediately. Many of you commented that our 2007 conference was one of the finest sales conferences you had ever attended. We believe this coming event will be even better. A Welcome Reception on Sunday evening and a Buffet Dinner on Monday evening will give you the opportunity to network with the presenters and other producers. At the conclusion of the meeting, you should have additional tools to assist you in your 2009 sales activities.

The registration fee for the meeting is only \$149.00 per person. This includes everything except room and travel. Space is limited so don't wait to register.

## REGISTRATION

Please fill out the attached registration form and email it to [pat@premiergrp.com](mailto:pat@premiergrp.com) or fax it to 1.773.321.1509. After we have received your registration form, your credit card will be billed the \$149.00 registration fee. You may also send a personal check made out to Premier Group and mailed to 8550 W. Bryn Mawr Ave., Second Floor, Chicago, IL 60631. *(This charge will appear on your credit card statement as Premier Group CHIPG, Elk Grove Vil, IL).*

## HOTEL INFORMATION

### **Dallas/Fort Worth Airport Marriott**

8440 Freeport Parkway

Irving, TX 75063

Phone – (972) 929-8800 - Fax (972) 929-6501

The conference will be held at the Marriott DFW conveniently located 1 mile from the Dallas-Ft Worth Airport. This meeting location will provide you with quick access to the hotel and the DFW airport using the complimentary hotel shuttle. We have arranged a **special room rate of \$149.00 per night plus tax** for attendees to the conference and **hotel reservations must be booked no later than December 12<sup>TH</sup>**. You can either call Marriott reservations at (800) 228-9290 or (972) 929-8800 and identify yourself as a National LTC Network member or you can use the link below to book your hotel reservation on line. You will need your credit card information to book your room.

<http://www.marriott.com/hotels/travel/dfwap?groupCode=nltnlta&app=resvlink&fromDate=1/4/09&toDate=1/6/09>

## **Accommodations**

Guest rooms feature Marriott's luxurious Revive® bedding, 32" flat-screen TV with cable and pay-per-view movies, TV Internet email access, MP3 compatible clock radio, hair dryer, iron & ironing board, in-room coffee, complimentary on-site parking. A Wired For Business bundle is available in the sleeping rooms at a set daily rate of \$9.95 and includes high speed internet access and unlimited local and long distance phone calls (within the country). **Hotel Check-in time: 3:00pm; check-out time: 12:00pm.**

## **TRANSPORTATION FROM DFW AIRPORT AND LOVE FIELD**

Courtesy van service is available from DFW airport. After you have claimed your luggage, locate the hotel kiosk courtesy phones in the baggage claim area. Select Dallas/Fort Worth Airport Marriott North and push the call button. You will be prompted to pick up the phone receiver to the left of the screen. The operator will ask your last name and number of people in your party, and your baggage claim area number. You will then be directed to take the escalator to the lower level and wait under the Grey Courtesy Van sign. The standard is to pick up within 15 minutes of the call. The hotel van is primarily red with white trim and red lettering.

The hotel does not provide complimentary shuttle service from Dallas/Love Field (Southwest Airline). Transportation options would be Taxi (approximately \$40.00 one way) or SuperShuttle.

How to get SuperShuttle when you land at Love Field– after you claim your luggage, locate the phone at the entry to the luggage carousels. Push the button marked "SuperShuttle". A Guest Service Representation will give you directions to the pick-up curb and advise you when the next van will arrive to serve you. The cost is \$18.00 one way. You can also make an advance SuperShuttle reservation by calling 1.866.472.4497.

## **FLIGHT INFORMATION**

The Network has arranged for an airline discount with American Airlines.

- Discount is valid January 1-12, 2009 for travel to Dallas, TX and applies to all eligible applicable fares that are available for your dates and times of travel.
- 5% discount off Coach and First Class fares
- Zone fares
- After a ticket is purchased, but at least 48 hrs prior to outbound flight departure date, the name may be changed for a service fee.

To make a discount reservation you can either book via the website at [www.aa.com](http://www.aa.com) or call the Meeting Service Desk at 1.800.433.1790 and refer to the American Promotion Code **A5219AN**. The hours of operation are 6AM to 12 Midnight Central Time 365 days of the year. Please be advised that a minimum ticketing service fee of \$20 per person will apply to all reservations purchased via the phone and \$30 per person for all reservations ticketed at the airport.

If you have any questions about the registration form or hotel, please contact Pat Blonski at 1.773.321.1512. We look forward to seeing you in Dallas!

**NATIONAL LTC NETWORK, INC.**  
**“FOR THE PRODUCERS, BY THE PRODUCERS”**  
**“How to Make 2009 Your Best LTCI Year Yet”**

**Sunday, January 4, 2009**

12:00 - 9:00 PM - Registration Desk  
3:00 – 3:10 PM - Opening Remarks  
3:10 – 4:05 PM – Simplifying advance market LTCi sales” Tim  
Nein, Tim Nein & Associates Inc  
4:05 – 4:15 PM Break  
4:15 – 5:15 PM – Sales and Marketing in 2009 – Bill Comfort,  
Comfort Assurance Group  
6:00 - 9:00 PM - Welcome Reception  
Cocktails - Hot Hors d’oeuvres - Exhibit Booths

**Monday, January 5, 2009**

7:00 - 8:00 AM - Continental Breakfast  
8:15 - 8:30 AM - Welcome and Recognition of Sponsors  
8:30 - 9:15 AM – Aaron Vickar –”A New Approach to Selling  
LTCi”... focusing on affluent clients and their views of LTC planning  
9:15 - 10:00 AM – Brian Johnson – “Developing Associations  
Sales...a process using the internet”  
10:00 - 10:15 AM - Break  
10:15 AM - 12:00 PM - Julie Gewirtz, Gelbwaks Ins. Services  
“*Putting it all Together, Product Niches, Underwriting  
& Plan Design*” by one of our industry’s true product experts.  
12:00 - 12:45 PM - Lunch  
12:50 - 1:35 PM – Marilee Driscoll – “Marketing Thy Self”  
1:35 – 1:40 PM – Setup for Town Hall  
1:40 – 2:50 PM Worksite Sales “Town Hall” discussion with  
Mike Skiens and Ed Jetty and Lisa McAree

2:50 – 3:05 PM - Break

3:05 – 3:50 – “Sales Idea from “the top” -Sean Deveau -  
ACSI

3:50 -3:55 – Set Up for Town Hall

3:55 – 5:05 – LTCi...Where we are and where we are going.  
“Town Hall” discussion with Pete Gelbwaks, Mark Goldberg  
and Carol Gardner

6:00 - 9:00 PM - Chairman’s Reception - Cocktails  
Exhibit Booths - Dinner – 7:00 PM  
*Enjoy dinner and watch the Fiesta Bowl!*

**Tuesday, January 6, 2009**

7:00 - 8:00 AM - Continental Breakfast

8:00 – 8:40 Ed Harris – “What the 2010 Pension Protection  
Act will mean for “combo” products”

8:40 – 9:20 – Merrill Mathews CAHI – “*What’s on the Horizon  
in 2009 - a look at LTCi under the new President*”.

9:20 -9:30 - Break

9:30 -10:10 – Justin Hixson – MetLife Council – “LTCI Legal  
issues producers should consider”

10:10 – 10:50 AM - Larry Feldman – “*Selling where the money  
is...logic vs reality*”.

10:50 – 11:00 AM - Break

11:00 AM - 12:00 PM – Special Key Note...to be announced at  
the meeting (Motivational speaker with content currently on You-  
Tube)

12:00 PM – Incredible Prize Drawings - **Must be present to  
win!**

12:10 PM - Adjourn - Have a safe trip home!