



2010 WEBINAR SERIES

Monthly Calls

These are calls that ICB offers to keep you up-to-date on the changing industry of LTCI. Some may be with special guests and others with ICB staff as we highlight the LTCI industry from sales ideas to products.

March 17th, April 21st, May 19th,
June 16th, July 21st., Aug. 18th, Sept.
15th., Oct. 20th, Nov. 17th.

Multi-Life Series

2010 brings ICB agents a Worksite call series to assist you in the Multi-Life market. This series will cover everything from basics of how to find a group to how to deliver to a group. From small, 3 application groups and up- this is a great market in the industry that you should be taking advantage of today!

March 24th, May 5th, July 7th, Sept. 1st, Nov. 3rd

Carrier Spotlights

Join ICB as we welcome our carriers to discuss their products, where they stand out from the crowd, what makes them unique and how to sell their products to your clients. This will allow you to take another look at a familiar carrier to learn what's new and a chance to take a fresh or competitive look at a new-to-you carrier.

April 7th, June 2nd, Aug. 4th, Oct. 6th

Roundtables

This series will allow you to be interactive in ICB's calls. Topics will be up-to-date as to what's happening in the Industry and the current experiences. To be more of a discussion panel, join in on these to have your voice heard and listen as others share their ideas and experiences.

April 14th, July 14th, Oct. 13th

****All dates are subject to change due to scheduling availability.****

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Individual Commercial Brokerage