

NEW - 6 LTC COURSES AVAILABLE

- _____ COURSE 1 – Markets And Needs
- _____ COURSE 2 – Best Sales Practices: Preparing For The Client Presentation
- _____ COURSE 3 – The Client Presentation - Includes flip chart and word-for-word script
- _____ COURSE 4 – Making The Sale: Successful Closing Techniques And Overcoming Sales Objections
- _____ COURSE 5 – Successful Field Underwriting And Preventing Declines
- _____ COURSE 6 – Executive Carve-out, Multi-life Scenarios And Advanced Sales

*To order courses on CD, fax this completed form to 830-620-1020.
A receipt will be mailed enclosed with your order.
To order course as E-training on-line or for more information, visit www.hbltci.com*

WHEN ORDERING, PLEASE USE THIS BGA CODE - 74815

OUR MISSION – To provide the sales knowledge and confidence necessary to increase your LTCI selling success.

**PRICES: CDs - Per Course - \$39.95; Set of 3 - \$99.95
E-training On-line - Per Course - \$35.95; Set of 3 - 89.95**

Name: _____ BGA Code: _____

Company: _____

Address: _____ City: _____ State: _____

Zip: _____ Phone: _____ Fax: _____

Email: _____

_____ My check is enclosed. Please make check payable to HB Sales Training Solutions and send to 156 N. Solms Road, New Braunfels, TX 78132.

_____ Please charge my credit card. Master Card _____ Visa _____ AMEX _____ Discover _____

Name On Credit Card _____

Card Number _____ Exp. _____

CVC number of back of card (3 digits) _____

Signature _____