

# Get ready for successful selling!

**NAIFA-PA Past President Edward C. Auble wants to share the secrets for a successful practice! Choose from one of the following CDs:**

## **100+ Great Ideas: Organizing Your Insurance/Financial Advisory Business**

- This CD includes all of the information that no one tells you when you want to start your own business. Learn all the facets of getting organized for success!

**100+ Great Disability Income Insurance Sales Ideas** - This hour-long CD was prepared in a conversational style with pauses between each sales idea to allow the listener to write down his or her favorite ideas. Not all ideas will appeal to you. It depends on your selling style. But, if even one idea helps you make one sale, the CD will have been worth the investment!

**100+ Great Long Term Care Insurance Sales Ideas** - Over the years, Ed Auble has accumulated LTC sales ideas that are truly effective. In the real world, they work! His brokers have told him that they do! One good idea -- only one -- that WORKS could be worth hundreds, if not thousands of dollars. This one-hour CD contains the best ideas from the LTC community and is designed to jump-start your sales.

**About the author** - Edward C. Auble, CLU, ChFC, MSFS, FLMI, LUTCF, CASL, is managing partner with Broker Resource Center in Paoli, PA. Ed has presented continue education courses on disability and long term care insurance, taught LUTC disability and LTC courses, written articles for national professional magazines and helped to edit The American College's LTC textbook. Since beginning his insurance career in 1972, he has managed operations in Jamaica, Greece, Saudi Arabia, Aruba and Iran.

**Cost: \$30 per CD** Send form with payment to: NAIFA-PA, 777 East Park Drive, Suite 300

Harrisburg, PA 17111  
or FAX to 717-234-5190

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	100+ Great Long Term Care Sales Ideas	\$30 each	
	100+ Great Disability Income Insurance Sales Ideas	\$30 each	