



Grow Your Disability Insurance (DI) Business

* 3 CE Credits—Must attend all 3 days to receive the CE credits.

Please join us for the **RBC Insurance** Disability Insurance Solutions School.

Learn how to grow your DI business, while protecting your clients against a loss of income when faced with a disability. Find out how you can increase your client base, learn from case studies, and enhance your skills on how to handle client objections with this **3-day course**:

March 4, 2015 (1:00 pm - 3:00 pm)	March 11, 2015 (1:00 pm - 3:00 pm)	March 25, 2015 (1:00 pm - 3:00 pm)
<p style="text-align: center;">Disability Basics</p> <p>1. Need for DI and How to Prospect</p> <ul style="list-style-type: none"> Why is Disability Insurance so important? The Facts — At a Glance. Where can you look to find clients? Who are the most common clients? <p>2. Importance and Impact of Disability Definitions</p> <ul style="list-style-type: none"> What are the most important definitions in a DI contract, and what will they mean at claim time? 	<p style="text-align: center;">Case Studies</p> <p>1. Fundamental to Professional Series Case Studies</p> <ul style="list-style-type: none"> What products can you use when you run into common clients? Pivoting from Life to DI. Concepts include LTD Top ups, using Gross vs. Net Income, how to approach these clients, etc. <p>2. Maximizing the Impact of a ‘Clean’ Application</p> <ul style="list-style-type: none"> What information is required to make the underwriting process more smooth? 	<p style="text-align: center;">Objection Handling, Life to DI Pivots and Sales Concepts</p> <p>1. How To Overcome the Most Common DI Objections</p> <ul style="list-style-type: none"> What to do when a client says they are covered by Group Insurance? How to compete with Association coverage? <p>2. Sales Concepts: Student Savings</p> <ul style="list-style-type: none"> Using simple concepts to open the door to additional DI sales.

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RBC Insurance®