



NAIFA – COLUMBUS
PRESENTS THE
2009 INSURANCE AND FINANCIAL ADVISORS’
SALES CONGRESS

Wednesday, February 25, 2009 ■ OSU Fawcett Conference Center
 2400 Olentangy River Road, Columbus (614)292-1342

Sponsored by:



Event Schedule

8:30 to 9:00 A.M.	Registration (<i>Coffee and Tea available</i>)
9:00 to 10:15 A.M	I. David Cohen, CLU, ChFC, LUTCF; American College Master’s Level Course <i>“Prospect or Perish”</i>
10:15 to 10:25 A.M.	Quick Prospecting Idea - Andrea Nameche, CPCU, CLTC
10:25 to 10:30 A.M	Quick Break
10:30 to 11:45 A.M.	Bob Taylor, CLU , CEBS; <i>“Increasing Public Awareness of the Need for Disability Planning”</i>
11:45 to 11:55 A.M.	Quick Sales Idea – John Barber, Jr.
11:55 to Noon	Quick Break
Noon	Luncheon <i>Connect with the Speakers and Sponsors</i>
12:45 to 2:00 P.M.	Keynote Speaker - Sarano Kelley <i>“The Perfect Storm: 3 Reasons Why This is the Best Time to Take Advantage of the Current Turmoil and How to Do It!!”</i>





2009 INSURANCE AND FINANCIAL ADVISORS' SALES CONGRESS

Individual Registration

- New to the Industry (under 5 yrs in the Industry) \$40**
 Experienced Professionals (5 yrs or more in the Industry) \$60

Print Name _____ Company _____

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Fax to 614-766-8474.

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Registration Deadline is February 18, 2009. Contact Karen Shepherd, Association Executive for more details
at (614)766-8472 or exec@naifa-columbus.org.