



CONFERENCE AGENDA

9:00 am- 9:30 am

Opening Remarks from Doug Chapman,
CEO of National Group Marketing
Opening Ceremony- Letitia Zitzow,
VP of Woodforest Insurance Partners

9:30 am- 10:00 am

 **Dave Collett,**
Senior Vice President of Philadelphia American
Topic: **Flagship Product**

10:00 am- 10:15 am


NGM Top 10 France Winners
(Acknowledgements & Giveaways)

10:15 am- 10:40 am

NGM Team Panel
Kristi Gorinas, CEO of Healthy Coverage for Life
Randy Clark, CEO of Efficient Health Solutions
Burton Hayden, CEO of Hercules Health Solutions
Topic: **When to sell PALIC**

10:40 am-10:55 am Break

10:55 am- 11:35 am

 **America's Choice**
Joe Krivelow, AC Sales Consultant
Topic: **Carrier Overview**

11:35 am-11:55 am

NGM Team Panel II
Kimberly Martin, CEO of Your Forever Agency
Bettina White, Independent Agent
Lora Snyder, CEO of Crossroad Insurance Group
Topic: **Diversified Books of Business/
Having a Product for Every Lead.**

12:00 pm-1:30 pm

Lunch/W Entertainment ~ Visit Break Out Room

1:30 pm- 2:30 pm


Association Launch
Doug Chapman, CEO of NGM
Martin Groves, COO of NGM
John Ferencsik, CEO of NBM Agency



2:30 pm- 3:00 pm

Technology
Dr. Kikkeri M.D, NTTC Surgery Center
Topic: **Bundling Made Easy For All**

3:00 pm-3:30 pm

Life Panel- Jimmy Reynolds
Robert T. Petzold, RVP of Sales & Marketing with
 **David Gokie,** IS Senior Sales Manager with
Assurity Life, **Andrew Kostus,** Director, Life Sales
AMERICO Topic: **Where do you shine?**

3:30 pm-3:45 pm Break

3:45 pm- 4:25 pm

Motivational
LeRoy Wilkerson, CEO of Wilkerson Agency
James Reynolds, CEO of Jimmy's Life & Health
Topic: **Become a Leader/ How to start your
own agency?**

4:25 pm- 4:45 pm

Rosalinda Baron, Development Manager
Randy Shaw, Director



4:45 pm-5:00 pm

NGM-Closing Remarks And/Grand Prize Drawing





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Flagship



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BENEFITS ASSOCIATION

NCBA

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ASSURITY



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KC Life



Mercy
Ships

Mercy ships

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New NGM Association



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NEW AGENT RECRUITING BONUS

For the first piece of business written and paid on with any of our carriers by your new hire, we will give you a \$100 bonus. At the same time, you'll start receiving overrides on the business that they write. Allowing you to create a lucrative stream of income.



Here is how things would look:

New Hire	Carrier	Bonus
Joe Smith	PALIC	\$100
Guy Sam	America's Choice	\$100
Jane Ford	KC Life	\$100
Kevin Wales	Assurity	\$100
Tabitha Kim	America	\$100

Remember that you can recruit agents outside the industry simply by sending them through our discounted pre-licensing course.

This bonus would cap after 5 agents have written their first piece of business. The business must remain on the books until the contest ends on December 31st