

## **What will the advisor learn from this presentation?**

In this presentation Ayal will walk the advisor through the application process, showing how simple it is and why it is important for the client or prospect to answer all the questions necessary to provide underwriting with the total picture.

This presentation will also cover the additional benefits that CPP offers the client and prospect when they buy a product from them.

## **Presentation Overview**

This presentation will show advisors just how easy it is completing a Foresters application using InsuranceAssist.

Also, as a bonus, we will review the complimentary member benefits your clients will get just by owing a policy (\$10,000 in scholarships for children & grandchildren, \$10,000 in grants to help your community, free will & power of attorney documents, free online courses, and more!)

## ***Introducing Ayal Alalouf BAS***

Ayal got his start in the insurance industry in 2004 with Freedom 55 Financial. In 3 short years, he assisted 250 families (over 600 clients) with their insurance & investment needs. He moved on to Canada Protection Plan in 2006 as Senior Manager in their Call Centre, then in 2012 moved in the Regional Vice President role for Ontario.

Since 2020, Ayal supports advisors for all CPP & Foresters product lines.

Ayal enjoys sports (playing days are over, so he watches now), loves to spend time with his twin girls, and is always up for a poker game as has been playing for 30 years.