<u>What will the advisor learn from this presentation?</u>

In this presentation, the advisor will get ideas on how to assist their clients and prospects with increasing cash flow that can be used for the insurance products that they sell. This is a value added that will lead to more sales and less objections for the client and prospect to buy.

<u>Presentation Overview</u>

This presentation will give you an introduction to a lead generation platform built to produce multiple sources of income. At the end of the day, you will convert a previous C client to a B or even an A client while earning money along the way.

It is not a secret. We have been living in turbulent times over the past couple of years. Some of your clients and prospects have increased their credit capabilities to the point where they may not see light at the end of the tunnel.

As part of the Financial Planning process that you go through with your clients and prospects, you will get ideas and access to recommendations on how to set them up for financial success by partnering with Great Credit Solutions (GCS).

Great Credit Solutions are here to help them with their expertise on how to live a financially viable life without having future debt issues.

Although we take much of this for granted, you can help your clients and prospects by reviewing the following points with them:

- Do they need help in rebuilding or establishing their credit?
- Has their credit rating been affected by late payments, divorce, unemployment, or bankruptcy?
- Are they having a hard time renting an apartment, buying a car, or getting a mortgage? Or are they ‘new to Canada’ and have yet to establish a credit history?
- Do they need to learn about valuable budgeting skills that will help them SAVE money?

As a financial advisor you can act as their financial wellness coach and help them with all the above scenarios.

This correction in their debt load AND the freeing up of dollars, can lead to their well-funded financial and estate planning process that can include Life & Disability Insurance, LTC, CI, Investment and Retirement Planning.

When this is achieved, you can overcome the objection,” I can’t afford it”, or “I need to use my money for other things.”

Together with GCS as your resource, YOU CAN change your clients financial direction in life for the better!