



Having a New Conversation to Increase Your Book of Business

Are you interested in increasing your Book of Business?

Are you looking to take your financial practice to the next level?

This session will clearly discuss how **YOU** can increase your book of business by having a ***New and Unique Conversation*** with your clients and prospects. This conversation has helped hundreds of advisors increase their book of business.

Perry Wong is a Chartered Accountant with over 25 years of experience. He will cover the following points during this presentation:

- Protecting your client's retirement
- Using Living Benefits (other than traditional Critical illness and Disability insurance) to protect your client's ability to pay their "bills" in the event of an accident or sickness.
- Further tips on how to increase your book of business by using the programs that you are licensed to sell.