



Welcome

North American Senior Benefits **DRIVEN**

**2021 NASB CONVENTION
ATHENS, GEORGIA**

PLEASE BE ADVISED THE CLASSIC CENTER HAS RECENTLY REINSTATED A MASK POLICY. IF YOU DO NOT HAVE A MASK, WE WILL HAVE THEM AVAILABLE FOR PURCHASE.



Itinerary

ATHENS, GEORGIA • AUGUST 8TH-10TH

North
American
Senior Benefits

DRIVEN

CORNHOLE

Derby
Day

YOUR TICKET INCLUDES:

SUNDAY, AUGUST 8TH @ 10:30AM: 2ND ANNUAL LADIES EVENT - DERBY DAY (LADIES ONLY)

SUNDAY, AUGUST 8TH @ 3:30PM: KICKBALL, CORN HOLE, COOK-OUT AT LAY PARK FIELD

MONDAY, AUGUST 9TH @ 9AM: MAIN CONVENTION SESSION (LUNCH WILL BE PROVIDED)

MONDAY, AUGUST 9TH @ 6:30PM: BLACK TIE AWARDS DINNER AT CLASSIC CENTER BALL ROOM

TUESDAY, AUGUST 10TH @ 9AM: CONVENTION GROUP SESSION

TUESDAY, AUGUST 10TH : BREAK-OUT SESSIONS

GIVEAWAYS - FOOD - FUN - VALUABLE INFO - ANNOUNCEMENTS - AWARDS - AND MORE!

Derby Day

2ND ANNUAL
NASB LADIES EVENT



You are cordially invited to NASB's second annual ladies' event. Derby Day will be hosted at the Athen's Classic Center, Sunday August 8th, from 10:30 AM-3:00 PM in the Atrium.

This complimentary event hosted by NASB's first female Partner, Ashley Colie, will include a decadent brunch and our leading lady triple crown RVP speakers, Linda Strong, Laura Muse, and Blythe Ward.



Brunch will be Provided!

Athens Classic Center
300 N Thomas St
Athens, GA 30601

The Atrium
Sunday, August 8th
10:30 AM-3:00 PM



JOIN US FOR
KICK-BALL
CORN HOLE
FOOD & FUN!

SUNDAY
3:30PM



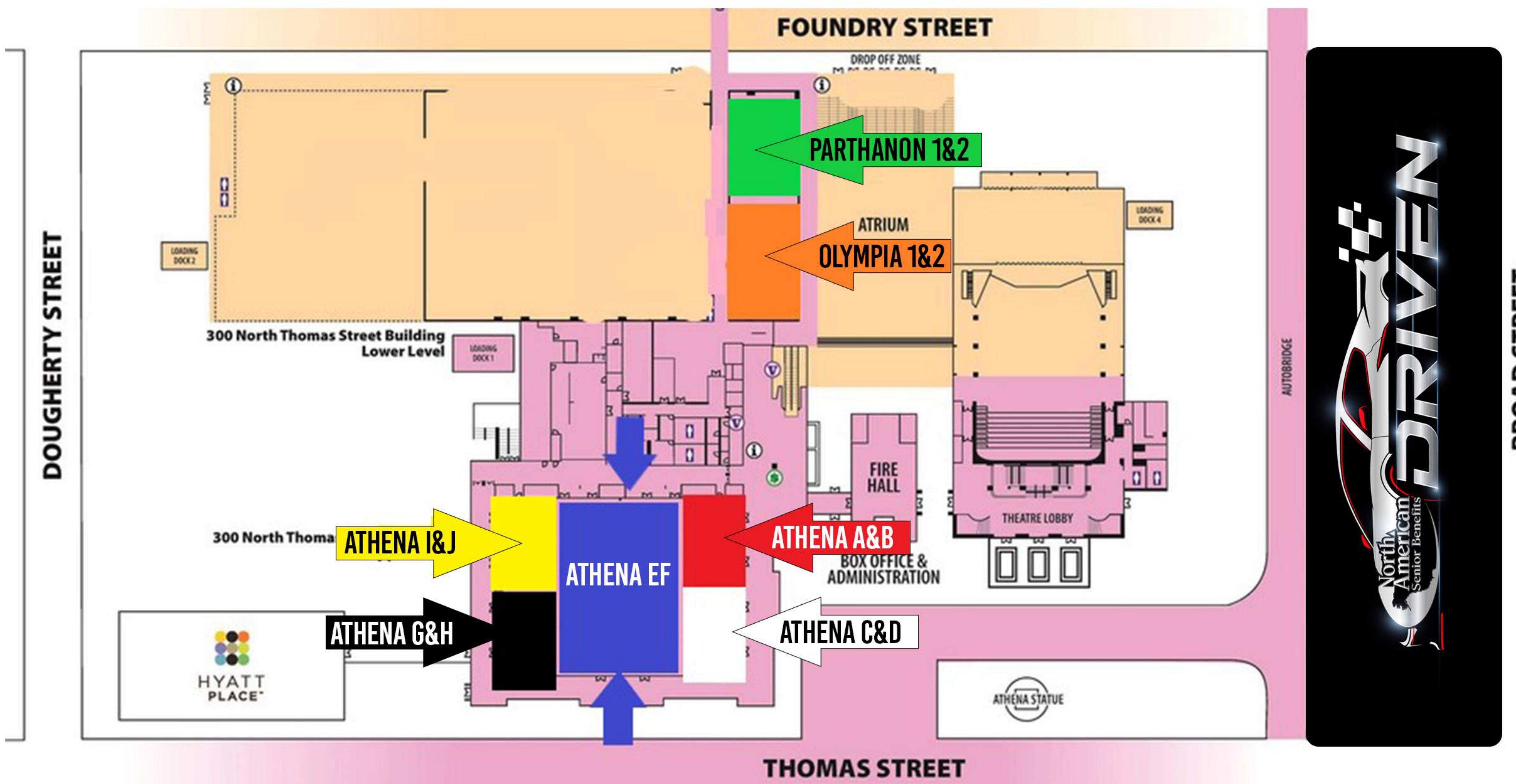
LAY PARK FIELD
297 HOYT ST.
ATHENS, GA 30601



SUNDAY
10:30AM

SUNDAY
3:30PM





SITE MAP LEGEND

- Information Center
- 300 North Thomas Street Building - Upper Level
Theatre Lobby
Box Office & Administration
Parking Deck Level 5
Loading Dock 1
- 300 North Thomas Street Building - Lower Level
Theatre-Orchestra Level
Parking Deck Level 2
Loading Dock 2 & 4
Multi-Modal Transit Center
- 130 Foundry Building Lower Level
Parking Deck Level 1
Loading Dock 3
- Restrooms
- ATM
- Vending

HOUR 1

HOUR 2

HOUR 3

HOUR 4

HOUR 5

FAST START/FRESH START - NEXT 90 DAYS

PRESENTATION POWER PHRASES

SAW SHARPENING CLOSING TIPS

PATH TO PARTNER

OBJECTION OVERCOMING

RECRUITING STRATEGIES & VERBIAGE

AGENT TO AGENCY (AGENT TO RVP)

BALANCING SELLING/BUILDING

OWN THE PHONE/APPT SETTING TIPS

LAUNCHING/LEADING YOUR TEAM

ADVANCED CLOSING ANGLES

MASTERING LEAD APPROACHES

APPROACH ANGLES

LIVE FE PRESENTATION

MAXIMIZING YOUR BOOK OF BUSINESS

BUILDING YOUR BUDGET/RETIRING RICH

BUILDING YOUR BUDGET/RETIRING RICH

SOCIAL MEDIA MARKETING

SOCIAL MEDIA MARKETING

CONTROLLING YOUR PRESENTATION

GENERATING FREE LEADS

SECRETS TO DIGITAL LEADS

UNDERWRITING FOR DUMMIES

7 CHECKS IN EVERY HOUSE

CHECK LEADS

MEDICARE 101

MEDICARE ADVANTAGE CROSS SELLING

UTILIZING OPT SYSTEM

ANATOMY OF A POLICY -DISSECTING POLICY REV.

CARRIER X

ROYAL NEIGHBORS

OMAHA PRODUCT PORTFOLIO

FORESTERS PRODUCT PORTFOLIO

AMERICO PRODUCT PORTFOLIO

LBL PRODUCT PORTFOLIO