

COVENANT RELIANCE PRODUCERS PRESENTS



FAST II is a 2 day hands-on class which is a follow up class to FAST. This class concentrates on helping advisors perfect the art of the **1st and 2nd client appointment**. During **Day 1**, we'll walk you through the step-by-step fact finding 1st interview. We will go through the new and improved "**Client Confidential Questionnaire**" showing you not only how to fill it out, but how to identify planning opportunities.

On **Day 2**, you will learn effective and efficient ways to present your planning solutions using our new presentation format, based on the information you gathered in the 1st appointment to the client and "**close the sale**"!

This is a "**hands on**" and interactive class and will be limited to **only 16 advisors**. For more information and details on how you can attend this practice changing event, please contact your V.P. of Advisor Development today!

WHEN: Wednesday & Thursday
October 28th & 29th, 2009

TIMES: Day 1: 8:00 a.m. - 5:00 p.m.
Day 2: 8:00 a.m. - 3:00 p.m.

WHERE: Covenant Reliance Producers
Corporate Offices

GOLF: Friday, October 30th, 2009

WHERE: Legacy Course
Springfield, TN

WHEN: 12:00 p.m.

COVENANT[®]
WE BUILD SUCCESS STORIES

A Producers Equity Group Company

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Training Topics & Outline of Course

- 1st Appointment Interview: 2 trial closing questions you must ask to discover if you're talking to a qualified prospect
- Reviewing a prospect's "**Client Confidential Questionnaire**," documents and financial statements
- Asking proper probing questions and trial closing questions
- What questions to ask on each financial statement the prospect has shown you
- Building a wedge between the client and their current advisor
- Conclusion of 1st Appointment: 4 trial closing questions you must ask to determine if you should book a second appointment with them or not
- Developing the case: Creating a "**Personalized Confidential Proposal**" for prospect client.
- What to look for, what reports to run, what third party articles to have available at the 2nd appointment.
- 2nd Appointment Interview: 4 important steps to follow **before** going over your proposal with your prospective client
- Presenting the proposal
 - An actual proposal Matt reviewed with his prospective clients
- A review of the important steps to follow **before** going into an FIA Sales Presentation
- Matt's "\$15M FIA Sales Presentation" - A simple, yet powerful presentation which moves people to take action **80%** of the time!
- Overcoming the most commonly heard objections

How would you like an opportunity to increase your presentation and closing skills AND play golf too?



Join Covenant Reliance Producer's "golf professionals,"
Matt "Did I Just Make a Hole in One" Rettick
Jeremy "I Sliced Again" Rettick
Kevin "Where's my Darn Ball" Vozar

And a host of others for the 1st annual "On the Go" Ministries Fund Raising Golf Tournament

We'll be playing at the beautiful Legacy Course in Springfield, Tennessee
(<http://www.golfthelegacy.com/>)

The outing will take place on Friday, October 30, 2009 with a "shotgun" start at 12:00pm!

We have scheduled our FAST II class which is being held on Wednesday, October 28th and Thursday, October 29th so that advisors who are here may also participate in an afternoon of fun, fellowship and a **GREAT CAUSE!**

It is CRP's pleasure to provide any advisor who wishes to stay over and participate, 1 FREE nights hotel stay and we will contribute \$ 500.00 in your name to this ministry!

WHAT A DEAL!

Just think, you'll get 2 days of GREAT classroom instruction and then a day of great fun!

What could be better, and the weather in middle Tennessee at the end of October is usually FANTASTIC!!!!

So what are you waiting for? Fill out the attached registration form and fax it to Jessica at 615-340-0806 today!

If you have any questions, please call Kevin Vozar at 866-907-4275, ext. 226!

Thank you for your support and "True Partnership" and see you on the links!

Matt
Matthew J. Rettick

EVENT	DAYS/TIMES	COST	LOCATION
Financial Advisors Success Track® II FAST Academy	Wednesday & Thursday October 28 and 29, 2009 Day 1: 8:00 - 5:00 p.m. Day 2: 8:00 - 3:00 p.m. "On the Go" Ministries Fund Raising Golf Tournament Friday, October 30, 2009 12:00 p.m. Shot Gun Start	<h1>FREE!</h1>	Covenant Reliance Producers 26 Century Blvd. Suite 301 Nashville, TN 37214 866-907-4275

Will you be attending CRP's 1st annual "On the Go" Ministries Fund Raising Golf Tournament?
(Please circle one) YES NO

Name: _____ Guest Name: _____

Address: _____

Phone: _____ Fax: _____

Email: _____

CRP's Preferred Hotel: The Embassy Suites (discounted rate of \$109)

(Use code 2666988 for rate of \$109)

Arrival Date _____ Departure Date _____

(circle one) King Double Non - Smoking Smoking

HOTEL AUTHORIZATION

Payment Options: Visa MasterCard AMEX

Name on Card: _____

Card Number: _____ Exp. Date: _____

Billing Address (if different than above): _____



By signing below, I hereby authorize that my card as specified above, can be used to hold or charge the hotel room. I will not dispute this charge and accept full responsibility for this payment.

NOTE: If you do NOT cancel your registration to CRP's Training Class within 48 hours of the event, we will charge your credit card a \$200 cancellation fee.

X _____ Date: _____