

From Le Mars, Iowa, Tina is consistently one of Premier's leading annuity producers. Even through the "tough" years when interest rates were historically low, Tina managed to be a leader in annuity sales. Tina will be sharing some of her strategies for success. If you've never sold an annuity or want a few proven sales tips, this would be a great session for you.

Tina Van Holland
Leading Annuity Producer



Brent Ehlers
National Sales Manager
Premier Senior Marketing, Inc.



Robert (Bobby) Enstrom
Top-Level Cross-Selling
Producer



From Ravenna, OH, Bobby has been a top producer from his first day. Even though he is relatively new to the insurance business (he's only been in this since 2010) Bobby is an expert in fact-finding and cross selling. Med Supps, Annuities, Final Expense, Life, Cancer, DVH, LTC – you name it, Bobby can sell it. He'll be sharing with us some of his techniques that he uses to help the client discover their insurance needs.

Mark Stueven
National Sales Director
Transamerica Brokerage



Bryan Adams
Founder
Legacy Safeguard



Todd Morrissey
National Marketing Director
Premier Senior Marketing, Inc.

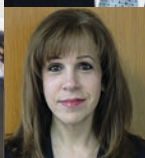


Jim is from Lincoln, NE. and while he has the distinction of being related to one of Premier's principals, he is also a top-level producer in his own right. Jim concentrates his practice on health products – mainly MedSupps and ancillary products. With sales over \$1 million a year, Jim can speak knowledgeably about how to be successful in the over-55 market.

Jim Schueth
Top-Level
Senior Market Producer



Marianne Eterno
Vice President, Government Relations
Guardian Trust Life



Melissa Taylor
VP Government Affairs
Mutual of Omaha



Debie Knowles
VP & Chief Marketing Officer
Standard Life and Accident



Jesse Slome

Executive Director of the American Association of Long Term Care Insurance and the National Advisory Center for Short-Term Care Information



Gunnar Qualset
Compliance Officer
Premier Senior Marketing, Inc.



Jack Aiken
President
LTA Marketing Group, LLC



Kent Merrell
Creative Director
Trusted Benefits Solutions, LLC

Jay Acker
Regional Marketing Director
OneAmerica Financial Partners

