



Are you prospecting like a pro? Would you like to gain insider tips on how to improve your process and your results?

Professional Prospecting

A NAIFA Skill Builder's Workshop



This workshop is designed to help advisors obtain new prospecting skills and techniques. Whether you're in the first five years of practice or a seasoned veteran, this workshop will expand and improve your prospecting skills.

During this workshop you'll learn how to:

- Improve your attitude towards prospecting
- Embrace the "3 P's of Success" to change within
- Set and achieve G.R.O.W.T.H. goals
- Maximize results using a daily score card
- Discover your prospecting niche—cold calling, networking, seminars or referrals
- Determine what works and what doesn't when prospecting
- Model what successful advisors do to grow their business
- Succeed using tips and techniques to professionally prospect
- Create an action plan to get you jump-started and moving forward immediately

Professional Prospecting is a four-hour program delivered in a live classroom format.

Visit www.NAIFA.org/#####

Pricing Info

\$195

for NAIFA members

\$295

for non-members

Event Details

