

## NAIFA MEMBERSHIP SOLUTIONS FOR YOUR BUSINESS

# SALES: TECHNIQUES FOR A HIGH-PERFORMANCE PRACTICE

Success in sales does not come overnight. It comes from learning from the best in the business and staying focused on your goals.

As a NAIFA member, learning from the best is easy because you have the tips and tools you need to accelerate your sales success.

Here are a few samples of how NAIFA's sales solutions will help you achieve and exceed your production goals.

### ADVISOR TODAY ARTICLES

#### IDEAS TO HELP YOU SELL MORE

The suggestions from these top performers will dramatically improve your sales results.

#### BUILDING A LOYAL CLIENT BASE WITH MILLENNIALS

Start by accepting their definition of wealth, proving your worth to them, and placing a high value on transparency.

#### IDEAS FOR A PROFITABLE PRACTICE

These sales ideas are exactly what you need to jump-start your financial practice.

### TECHNOLOGY TOOLS: JUNXURE

A CRM that supports enhanced productivity and client relationships through innovative technology, including advisor-specific capabilities and powerful workflow-automation tools. Junxure focuses on customer experience and results, combined with the service and support of industry professionals and technologists.

### MEMBERS-ONLY WEBINARS, PODCASTS AND PRESENTATIONS

#### GROWING YOUR BUSINESS

Growing your business takes expertise, time and effort. In this podcast interview, an industry veteran explains how he used these attributes to enhance sales and move his practice from good to great.

#### SUCCESS STRATEGIES FROM A YOUNG ADVISOR

Listen carefully to this podcast and learn some tips and techniques that will ignite your production numbers and propel you to the top of your game.

#### GETTING BEYOND THE PRODUCTION PLATEAU

If your business is not growing, it's dying. Take these steps to get beyond the production plateau and toward a higher level of success.

#### IT'S ALL IN THE QUESTIONS

Success in acquiring clients depends largely on the types of questions you ask them. Listen to this podcast and find out what works and what does not for this successful advisor.