

Producers & Sales

Return of the Jedi **Best Practices of the Masters.**

Melissa Barnickel

Baygroup Insurance LLT

Jim Dawson

PNW Insurance Services

Sally Leimbach

TriBridgePartners

Matt McCann

McCann Insurance Services

Moderated By: Terry Truesdell, Pres/CEO
National LTC Network



ILTCI Mobile App Download Instructions

iPhone

iPad

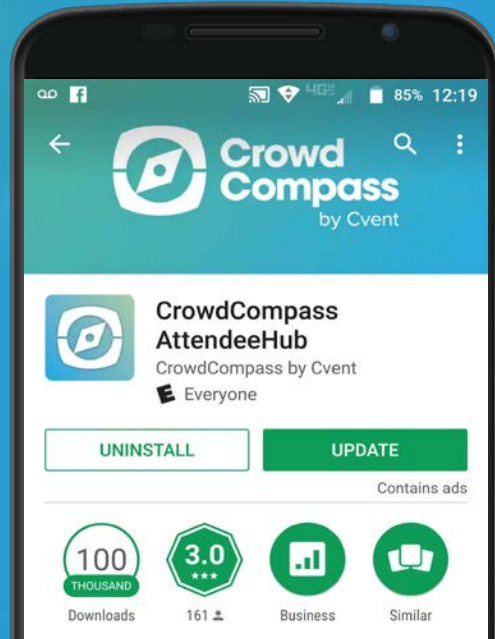
- 1) Type <https://crowd.cc/s/1flyo> in web browser
- 2) Click “Download iPhone/iPad App” to load Apple’s App Store and download the app.

android

- 1) Type <https://crowd.cc/s/1flyo> in web browser
- 2) Click “Download Android App” to load the Google Play Store and download the app.

BlackBerry

- 1) You’ll be using the web version of the app. Open the web browser, click the BlackBerry menu button, select “Go To” and type <https://crowd.cc/s/1flyo>.



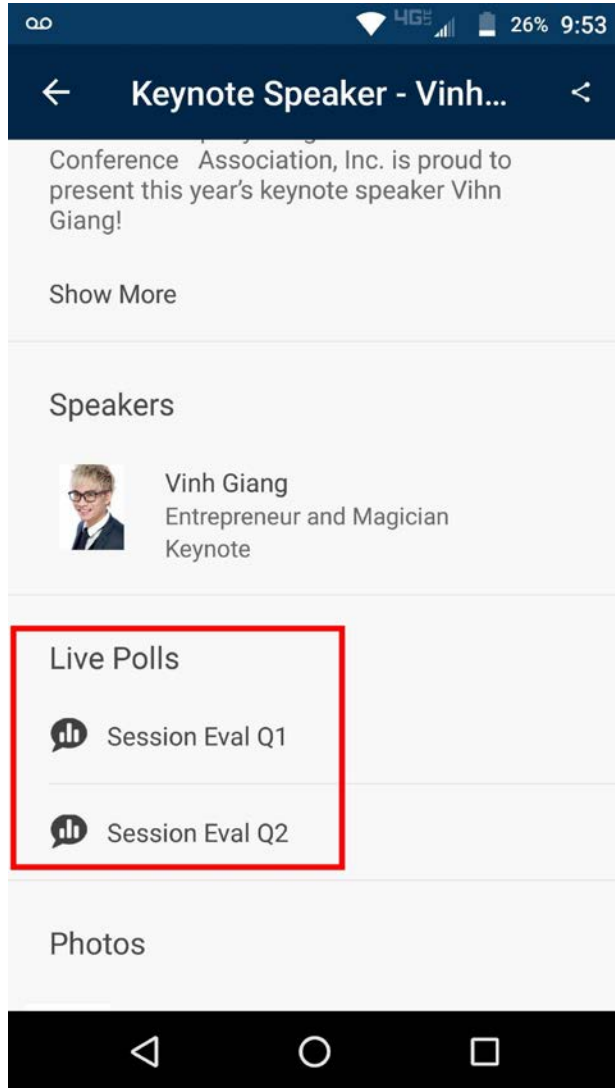
You can also just go to your app store and search ‘AttendeeHub’. Once installed search ‘ILTCI’ and you’ll find our app.

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Session Survey Instructions



Once you are in the app go to the schedule and the session you are in.

Scroll to the bottom to find the Live Polling questions.

This year the session survey questions can be found in this section and will take just a couple seconds to complete.



Melissa's Pearls.....

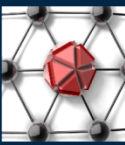
(How She Built Her Business)

Networking...

Education...

Follow-up...

Document – Document - Document



Jim's Pearls.....

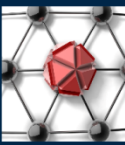
(How He Built His Business)

Passion and Focus...

Focus...

Contacts...

Stay in Contact with Your Existing Clients



Sally's Pearls.....

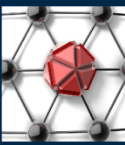
(How She Built Her Business)

In the Beginning...

Don't Assume...

Address the Obscure and "Elephants"...

NEVER Stop Learning



Matt's Pearls.....

(How He Built His Business)

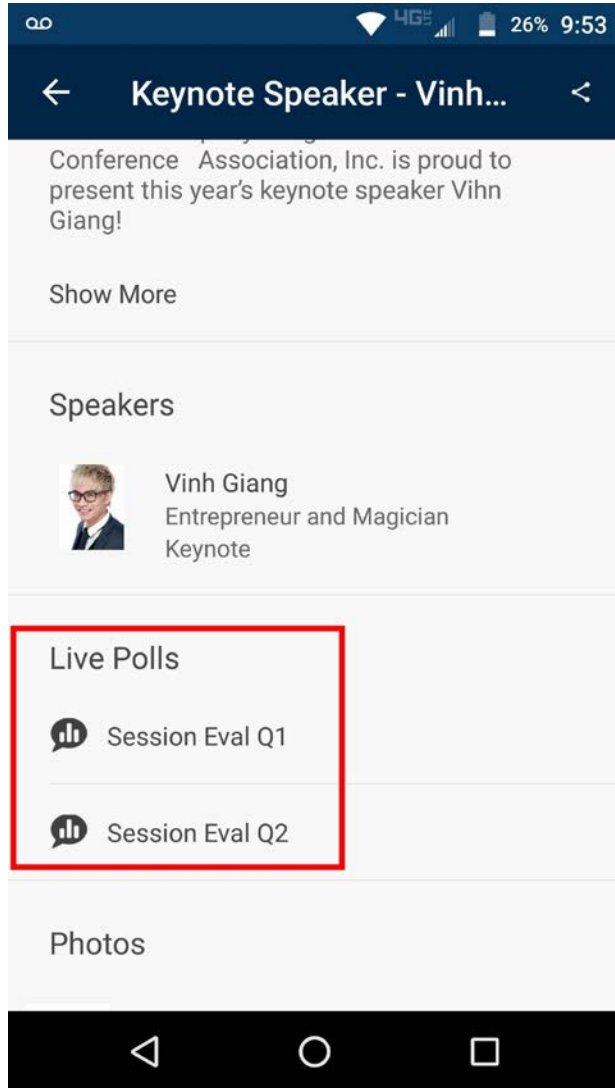
Power of Virtual LTC Insurance...

Presentation...

Process...

How to Make a Virtual Business Less Virtual

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Questions for the Masters?