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News and Notes brought
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Fast 5 on Friday



1. On July 24th and 25th, North American Life Plans will be conducting our NAHP Health Plan Conference 2017 in Dallas. This is one of the only conferences in our industry that includes both Under 65 and 65+ Medicare sales, marketing, and product training with speakers that include both carrier executives and top producers. This is also the only conference in our industry that I know of that will be having a social media training workshop conducted by a Facebook expert and top producers that are using Social Networking to generate prospects. At this Conference, top producers will share their secrets of success for selling health plans. For details and to pre-register, please check out our [website](#).
2. In addition to sales and product training, we will also be conducting Facebook marketing training at the conference. Facebook has 2 billion users worldwide and while other organizations talk about Facebook marketing, our agents have figured out how to use it to generate prospects and make more money! Don't miss this opportunity because if you don't get on board now, it will be harder to get on later.
3. What needs to be included in a complete healthcare plan for those on Medicare? Should it include a cancer plan? Should it include a plan to pay for the costs of Long Term Care? What about Dental? Vision? The answer depends on the client, but when surveyed those on Medicare stated that they needed all of these protections. At the NAHP Health Plan Conference 2017, top producers will show you how to stack plans together for a complete solution. Stacking these plans will double or even triple your income on every sale.
4. More and more consumers don't want to meet an agent at their home. While many seniors are still open to it, most in the Under 65 market are completely against the idea. That's why more agents are learning how to make sales over the phone. If you haven't made sales over the phone before, it may be uncomfortable to sell for those that are used to being in the field. At the NAHP Health Plan Conference 2017, top producers with phone sale experience will share their secrets. Even if you only make one sale a month over the phone, imagine the money you will save in gas and time.
5. The NAHP Health Plan Conference 2017 is also a great opportunity to meet with top producers from all over the country. You will learn more in two days here than you will in two months trying to figure it out on your own. Don't miss this great opportunity to learn and have a great time too. You can register on our [website](#). We'll see you in Dallas in July!

