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News and Notes brought  
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# Fast 5 on Friday



1. This past week, Top Producers from all over the country gathered in Dallas for the NALP Life Insurance Training and Sales Conference. It was an excellent event with both motivational and educational features. One of the great aspects of this event was that the speakers were other Top Producers sharing their secrets and tips on how they sell so much life insurance, primarily to their health/Medicare clients.
2. One sponsor of the Life Insurance Conference was Lincoln Financial that presented their MoneyGuard product. MoneyGuard is the top selling Life/LTC product on the market and has the strongest benefits of any plan out there. While most traditional LTC insurance carriers have left the market, MoneyGuard is going strong with 30 years of experience and billions in Life/LTC sales. They also introduced their exclusive consumer [LTC online planning tool](#) that is the ultimate resource in helping clients find best in class care. If you are not familiar with these types of Life/LTC products or would like to get access to the consumer LTC planning tool, please send a note to the [Fast 5](#) inbox for more information and a quote.
3. Another sponsor we had was [Exam One](#). They are the #1 provider of underwriting requirements for the Life Insurance industry. They introduced an exclusive platform whereby our Top Producers could get same day, walk in Paramed exams for their clients at locations all over the country. This platform also provided copies of all lab tests and findings to the client so that they could share the latest information on their health with their personal physician - a great program!
4. The day following the Life Insurance Conference, a more select group met for the NALP Advisor's Leadership Conference. This elite group of Top Advisors were introduced to our exclusive NALP Advisor Marketing Allowance to help them build their Insurance and Financial Advisory businesses. Check out the NALP [Facebook](#) page for some pictures from this event.
5. Also at the Leadership Conference, Top NALP Advisors shared how they are using Social Networking to generate prospects, for both Under 65 as well as the 65+ market. It is definitely the wave of the future and our Top Advisors are already getting spectacular results using social media sites such as Facebook. If you are ready to take your business to the next level, NALP Advisors is a unique program that helps you make a significant six figure income. For more information on becoming an NALP Advisor, please contact the [Fast 5](#) inbox to see if you qualify.