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News and Notes brought
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Fast 5 on Friday



1. Dental, Vision, and Hearing coverage continues to be one of the most requested products from consumers to agents. Yet, most agents don't want to talk about it because they don't know any good products to offer. While I find most are not worth the money, I do have a favorite DVH on the market. Send a note to the **Fast 5** inbox to get more information. **Plus**, it can be sold in both the Under 65 as well as the 65+ market.
2. While TrumpCare seems to be on the back burner in Congress, our clients are still looking for solutions. The biggest problem of the Affordable Care Act is that it is not affordable, especially for those with lower incomes. There are millions of people in this country that want health coverage but do not have access to government subsidies and/or Medicaid for a variety of different reasons. For the first time, we will be launching a brand new product solution that is priced around \$100 per month for an individual that is ACA compliant and pays great commissions. This new solution is not a Faith based co-op and is available in all 50 states starting in April! Stay tuned for more information or send a note to the **Fast 5** inbox to get on the list to be one of the first agents in the country with this great solution.
3. Do you need a website to show your prospects and clients who you are and what you do? We now provide our Producers with a FREE agent-customized website. Stop paying all that money to vendors that don't know our business. All you need is a simple, professional "virtual storefront" so that the public knows what you do. Send a note to the **Fast 5** inbox to find out how to qualify to get one.
4. A website is a great idea, but without a way to drive traffic to your page, it will provide little value to you. That's why we show our agents how to use Facebook marketing to drive traffic to their websites and generate new prospects. If you have not figured it out yet, you need to get on board with us and we'll show you how. Send a note to the **Fast 5** inbox to get more information.
5. What is the "Top Skill all Salespeople Practice"? Read this [article](#) to find out how this skill helps you gain better insights on your clients, build better rapport, and overall, better understand their concerns. Happy selling!