SALESSTRATEGIES

The **Top Gun** Program

UPCOMING SESSIONS

October 6 - 8, 2010

Table Bay Financial Network, Inc.
21820 Burbank Blvd. Suite 330
Woodland Hills, CA 91367

SHIFT YOUR PRACTICE INTO GEAR when you enroll in the best training and marketing program in America! Over three-and-a-half days, advisors will acquire valuable techniques, tools, and skills to effectively sell to their clients. When properly implemented, advisors can expect to achieve dramatic growth with Table Bay Financial's programs.

WHY TABLE BAY? As one of the fastest growing national marketing organizations in the financial services arena, Table Bay Financial helps develop the talents of advisors across the nation. With an unbeatable combination of custom client acquisition systems, anti-traditional selling methods, and individualized coaching, Table Bay Financial guides advisors to unparalleled success.

IN THREE DAYS YOU WILL:

LEARN HOW TO

– Increase sales with point-of-sale tools.
– Grow the dollar amount of each sale.
– Separate yourself from the competition.

TAKEAWAY

– Top Gun materials including templates, letters,scripts, and various tools.
– Powerful presentation methods.
– CDs or DVDs packed with information:

EXPERIENCE

– New ways to create an atmosphere to buy.
– How Table Bay can launch your career towards your dream income.
– A new outlook on your new life.

Call 866-225-1786 x312
to find out if you qualify.
Limited spots available.

TABLE BAY
FINANCIAL NETWORK

Sales is your lifeblood,
developing exceptional talent is ours.

TABLE BAY
FINANCIAL NETWORK

21820 Burbank Blvd. Suite 330
Woodland Hills, CA 91367
Phone: 866-225-1786
Fax: 866-834-0908

Qualifications Form

Date & Location:
October 6-8, 2010
Woodland Hills, CA

Tuition Fee Per Session Only:
$199 (Room and board not included)

For More Information, Please Call:
866-225-1786 x312

General Information

First Name: ____________________ Last Name: ____________________

Home Address:

Street: ____________________

Suite/Apt. #: ____________________

City: __________ State: ______ Zip: ______

Home Phone: ____________________

Cell Phone: ____________________

Email: ____________________

Business Address:

D.B.A.: ____________________

Street: ____________________

Suite/Apt. #: ____________________

City: __________ State: ______ Zip: ______

Office Phone: ____________________

Fax Number: ____________________

Website: ____________________

Questionnaire

1.) What was your total annuity premium produced in the last 12 months? $ __________

2.) Please provide the primary sources of your business income:

Annuities: ______% Life Insurance: ______% LTC: ______% Securities: ______% Other: ______%

3.) How many years have you been in the business? ______

4.) Contracts held with other firms for more than 90 days: *(please check all that apply)*

- ☐ Allianz
- ☐ Aviva
- ☐ American Equity
- ☐ American Investors
- ☐ ING
- ☐ Lincoln
- ☐ LSW
- ☐ National Western

5.) How do you market to your insurance clients? *(please check all that apply)*

- ☐ Direct Mail
- ☐ Email/Fax
- ☐ Newspaper
- ☐ Magazine/Newsletter
- ☐ Yellow Pages
- ☐ Co. Website
- ☐ Internet Ads
- ☐ Client Referral
- ☐ Professional Referral
- ☐ Tax Prep Business
- ☐ Seminar
- ☐ Other ____________________

6.) Do you have agents reporting to you? ☐ Yes ☐ No If Yes, how many? ______

7.) Are you currently securities licensed? ☐ Yes ☐ No

If Yes, A.) What is the name of your broker/dealer? ____________________

B.) What registrations do you have? *(please check all that apply)*

- ☐ Series 6
- ☐ Series 7
- ☐ Series 24
- ☐ Series 26
- ☐ Series 63
- ☐ RIA 65

For More Information About Table Bay Financial Network, Please Visit:
www.TableBayFinancial.com

TBFN
Empowering Advisors