



## Career Enhancement Program

Take Your Business to the Next Level

### What will you gain from attending the Career Enhancement Program?

**The Career Enhancement Program (CEP) is a two-day educational and training program designed especially for independent insurance professionals. Offered monthly at Brokers International, Ltd. in Panora, Iowa, this in-depth session gives you valuable information and resources you can use to help offer new solutions to your clients.**

#### Experience interactive learning.

At CEP you'll receive detailed product training. Our knowledgeable associates and carrier representatives will walk you through today's most competitive annuity and life products and concepts.

You'll also have the opportunity to ask our panel of experienced marketers about specific products or product lines, carriers, and product rates. During this interactive discussion you'll not only learn from the panel but also from other insurance professionals.

#### Discover how to diversify your practice with life insurance concepts.

Brokers Life Marketing Group, LLC<sup>SM</sup> will show you life concepts that you can use to help your clients:

- Reposition a portion of annuity assets to purchase a tax-efficient life insurance policy.
- Use life insurance to accumulate and access cash in retirement.

- Learn how they can save money and/or gain additional benefits through life insurance product innovation.
- Find out how they can receive COI reductions for maintaining a healthy lifestyle.

#### Gather useful IRA updates and tax tools.

Affiliated professionals provide you tax tips, tools, and information about:

- Resources for case design.
- Tax-reduction strategies.
- Wealth-transfer planning.
- Charitable planning.
- Life insurance.

#### Strengthen your professional development through our valuable programs.

By attending CEP, you'll learn how you can participate in one or more of our exclusive programs including

- WOMAN<sup>TM</sup>
- OnTrak<sup>TM</sup>
- The American Trust Referral Program
- The CPA Alliance Program

#### Be Our Guest!

CEP registration is FREE to all independent insurance professionals who qualify to attend. In addition, complimentary meals, lodging, and transportation to and from the Des Moines, Iowa, airport are provided.

**Call toll-free 800.362.1097 today for more details  
and to register for our next Career Enhancement Program  
or visit [www.BILTD.com/CEP](http://www.BILTD.com/CEP)**