

B2B RESOURCES

GETTING STARTED

B2B CORE 4

B2B FULL SALES CONVERSATION (PDF)

B2B GOLD STANDARD 201 (AUDIO)

B2B FULL SALES CONVERSATION (AUDIO)

SCRIPTS / HAND-OUTS / PRESENTATION MATERIALS

GROUP ENROLLMENT SCRIPT

B2B PHONE APPROACH

B2B VIDEOS

STATE SPECIFIC PRESENTATION BOOKS

REBUTTALS

OVERCOMING OBJECTIONS

EMPLOYEE/SPOUSE LEAVE BEHIND 1

'REASONS WHY' - 20 YEAR ROP

GROUP ENROLLMENT POWERPOINT

EMPLOYEE/SPOUSE LEAVE BEHIND 2

'REASONS WHY' - 25 YEAR ROP

B2B PRESENTATION (SP)

EMPLOYEE LEAVE BEHIND FLYER (SP)

GROUP MEMO

TESTIMONIALS

MISC B2B TESTIMONIALS

TESTIMONIAL - SKINNER TRANSFER

TESTIMONIAL - GRIMES REALTY

TESTIMONIAL - DONDELINGER

TESTIMONIAL - C&K SERVICES

TESTIMONIAL - BLUNIER BUILDERS

AUDIO



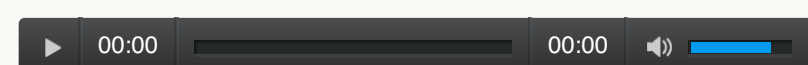
Groups & Enrollments - Setting Up - Kia Alkema



City Enrollments - Justin Ellingson



Groups & Enrollments - Working Effectively - Kia Alkema



Working Smart - Sean Rivas

B2B REFUNDABLE COVERAGE CARDS

SIDE 1 - INFO CARD

SIDE 2 - GRAPH