



Insurance Brokers' Association of Saskatchewan

Keys to Building Profitable Client Relationships

Name _____
Last First Middle

Brokerage/Company _____

Street Address _____ Box No. _____

City _____ Province _____ Postal Code _____

Telephone _____ Fax _____ Email _____

PLEASE REGISTER EACH PARTICIPANT INDIVIDUALLY

(If more than one person is attending from your office, please make copies of this form)

ADVANCE REGISTRATION ENSURES COURSES WILL BE HELD

Date	Location	Time (Check-in available 30 minutes prior)	Registration Fee per person
<input type="checkbox"/> Feb. 2, 2012	Regina	9:00am – 12:00pm	Members \$95.00 + \$4.75 GST = \$99.75 Non-members \$125.00 + \$6.25 GST = \$131.25
<input type="checkbox"/> Feb. 1, 2012	Saskatoon	9:00am – 12:00pm	Members \$95.00 + \$4.75 GST = \$99.75 Non-members \$125.00 + \$6.25 GST = \$131.25

Payment Type: Visa Mastercard Debit Cheque Cash Money Order

Name on Card _____ Signature _____

Card Number _____ Expiry Date _____

I hereby request and authorize you to draw against my credit card the abovementioned sum. All such withdrawals from my credit card account by you shall be treated as though they had been signed by me personally. This signed contract copy is legally binding; faxed contracts will be treated as an original.

Registration

Any course may be cancelled if registration is not sufficient. Please register at least 10 days in advance to ensure the course of your choice is held and space is available.

Regina – February 2nd

West Harvest Inn
4025 Albert Street
Regina, SK

Saskatoon – February 1st

Best Western Harvest Inn
1715 Idylwyld Dr. N.
Saskatoon, SK



Please forward completed registration form and payment to:
Insurance Brokers' Association of Saskatchewan
305 – 2631 – 28th Ave., Regina, SK S4S 6X3
Fax: (306) 569-3018



Insurance Brokers' Association of Saskatchewan

PRESENTS A SEMINAR ON

Keys to Building Profitable Client Relationships

About the Seminar

"Unlock the secrets to building better business relationships by conversing with both prospects and clients using smart sales tools that are so easy to learn! We start by taking a look at what the Best Practices Agencies' activities and numbers are in Revenue Growth, CSR Production & Producer Activity. We then learn how to interact with different personality types after taking an inside look at yourself, followed by understanding "The Eight Compliance Principles". These are the reasons why people buy things and this can be a very effective tool to use during the selling process. We finally look at "The Consultative Sales Process", the necessary steps we need to take to improve our closing ratios!"

About the Presenter:

GLENN R. WHITE, CAIB, CSP, AIPC

Glenn White became a Registered Insurance Broker upon joining the family insurance brokerage in 1984 and earned his CAIB designation in 1989. He is currently a partner at "Insurance & Financial Planning Group Inc.", a medium sized brokerage in Markham, Ontario.

After serving seven years as a Director of the Insurance Brokers of Metro Toronto and becoming it's President in 1994, Glenn was elected to the Board of Directors of the IBAO in 1995, where he Chaired the Membership, Communications, and Property & Casualty Committees, and was appointed to sit on many other industry & government committees, including:

Market Watch Committee (Ontario Insurance Commission)
Ontario Operating Committee (Facility Association)
Bill 59 Coverage Detail Committee (Ontario Government)
Habitational Review Committee (Insurance Bureau of Canada)

Glenn has been facilitating for various Provincial Insurance Broker Associations for over 14 years, and was recently appointed "Champion" of the National Best Practices Commission and "Dean" of the "Elite Force" Best Practices Producer Academy. He has facilitated the Best Practices Program since 1996 and has taught the course in British Columbia, Alberta, Ontario and Nova Scotia.

Having earned both the CSP (Certified Sales Professional) and the AIPC (Associate in Insurance Production Canada), he is now certified by the Canadian Professional Sales Association (CPSA) to instruct the 3 Day "Professional Selling for Insurance Brokers" course, and by the Independent Insurance Agents & Brokers of America (IIABA) to instruct the 12 day "Producer Academy" course.

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SASKATOON – Best Western Harvest Inn

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9:00 am – 12:00 pm February 1st

Registration Fees

Members \$95.00 + \$4.75 GST=\$99.75

Non members \$125.00+ \$6.25 GST=\$131.25

Credit Hours – Three (3) continuing education hours will be granted.