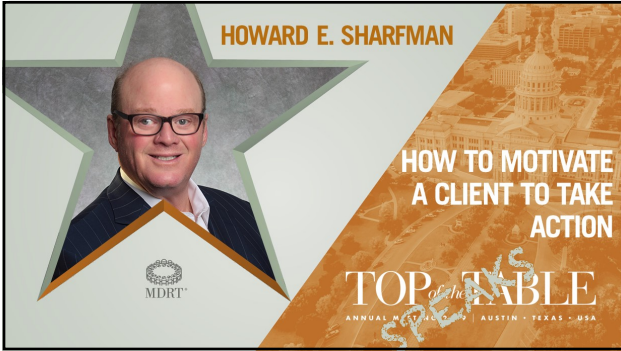


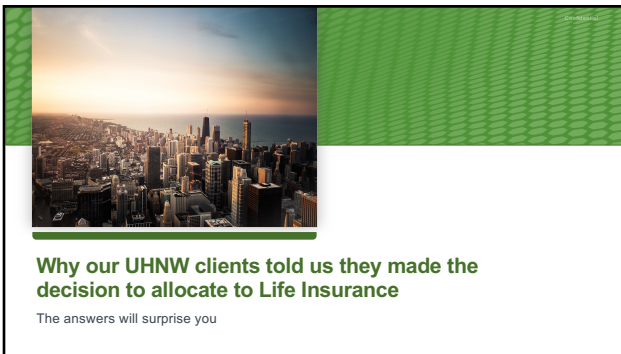


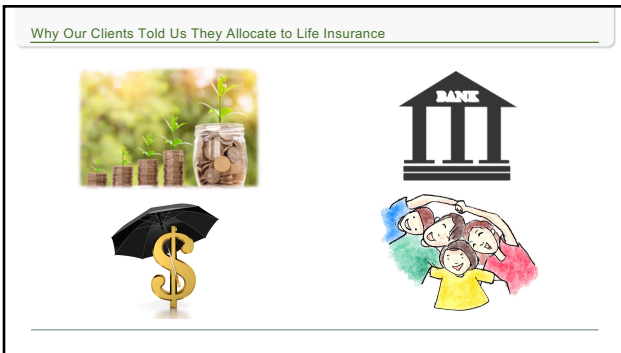
2019 MDRT Top of the Table Annual Meeting e-Handout Material

Title:	How to Motivate a Client to Take Action
Speaker:	Howard Sharfman
Presentation Date:	Friday September 27, 2019
Presentation Time:	10:30 a.m.-12:00 p.m.
Session Room:	Congressional Ballroom B-C

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Why Our Clients Told Us They Allocate to Life Insurance

\$45,000,000



Predictable

Estate Tax



A story I tell prospects that creates action

It gave her time to grieve

Thank you!

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