



Meet Brad Smith OUR EXPERT SEMINAR COACH

ABOUT BRAD

Helping others around me to succeed has always been a passion of mine. Starting with my own three children and now extending to my growing number of clients, much of the personal satisfaction I have experienced in life has come from seeing good planning come to fruition in the lives of those who matter most to me.

My wife, Priscilla, and I are enjoying seeing our kids get established now in their own families and careers. Brandon and his wife Michelle and their son live in Dallas, Texas, where he is part of a luxury car marketing company. Brooke and her husband Adam and their two children live near Kansas City, Missouri, where Adam is an engineer for Ford Motor Company. And Brett, married to Abbi, is an assistant pastor in Sacramento, California. International travel has been one of our favorite pastimes, having had the privilege of visiting in over 15 foreign countries.

WHAT BRAD CAN DO AT YOUR SEMINAR

- Encourage clients to provide you with their entire portfolio (not Just social security) when they book their appointments with you.
- Work with you and the event staff at your seminar's venue to set up the room to maximize the number of appointments you get.
- Provide you with one-on-one coaching on how you can conduct the social security seminars for yourself and achieve the same incredible results.

WHAT YOU CAN EXPECT AS A RESULT

- 3-5 quality appointments per day for 2-3 weeks immediately following the seminar.
- By closing, on average, 15% of your appointments, you should have about a \$15,000- \$30,000+ profit margin from every seminar, every single time.
- Being positioned as the local, "Income Specialist", distancing yourself from competition.
- A professional public speaker and securities principal who has spent nearly 2 decades in the financial services and insurance industry that knows how to position you as the subject matter expert and provide you with consistent results.

**RESERVE AND BOOK BRAD
FOR YOUR NEXT SEMINAR!
CALL 1.800.734.0076**

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