



# RBC Insurance News



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## RBC Insurance - Webinars Presented Weekly

Please join us on Friday mornings at 9:00 AM EST\* as we at RBC Insurance®, Central regional office, host a Webinar on the various topics. **Please See page 2 for our 6 month webinar schedule and Note, topics are subject to change**). Continuing Education (CE) Credits will also be provided. **Seminar not available on those Fridays on which a holiday falls.**

For the **January Webinar**, you'll hear from an RBC Insurance Inside Wholesaler on:

### Opportunities to Increase your Insurance Revenue.

Please join us and learn how you can tap into this \$580 Billion dollar untapped market.

Please contact our Inside Sales Team at 1-800-387-1555 if you would like more information or you can simply join us by following the instructions on the next page.

### To access this meeting, follow these simple instructions:

<b>Dial in Number:</b> 1-866-305-1457	<b>Web Conference Phone Number:</b> 8663051457
<b>Access code:</b> 7775286	<b>Web Conference Access code:</b> 7775286

NOTICE: You must log into the Web Meeting and dial in via phone

1. **Audio conference:** Dial the number provided and enter the access code when prompted.
2. **Web Meeting Participants:** Simply click on this link:

[https://www.callinfo.com/interface/guest.jsp?host=globalcrossing&mmid=0&javaForwarded=true&javatesed=true&jvm=1.5.0\\_11&signed=true](https://www.callinfo.com/interface/guest.jsp?host=globalcrossing&mmid=0&javaForwarded=true&javatesed=true&jvm=1.5.0_11&signed=true)

You will be prompted to enter the dial in number for the audio conference and the 7 digit access code. Please enter information listed above (when entering these numbers, do not use spaces, dashes or '1' before the dial in number).

You will then need to register by entering your name (mandatory), email address (optional), phone number (optional) and company name (optional).

Click on Register and you will be forwarded to your host's **Web Meeting**.

## RBC Insurance – Webinar Schedule

**Our Mission: Providing the knowledge, know how and inspiration to protect what matters most.**

MONTH	TOPIC	CE Credit
January 2014	<b>Opportunities to increase your insurance revenue:</b> <ul style="list-style-type: none"> <li>➤ Opportunities in Seg Funds</li> <li>➤ Seg Fund overview</li> <li>➤ Case Studies</li> <li>➤ Why RBC GIF</li> <li>➤ <a href="#">Our Seg Fund Products</a></li> </ul>	1
February 2014	<b>Protecting your most valuable asset:</b> <ul style="list-style-type: none"> <li>➤ Why DI?</li> <li>➤ Compelling ways to position DI to clients</li> <li>➤ Selling the need, not the product</li> <li>➤ <a href="#">Our Living Benefit Products</a></li> </ul>	1
March 2014	<b>Term/CI Bundle</b> <ul style="list-style-type: none"> <li>➤ Overview of term</li> <li>➤ Overview of CI</li> <li>➤ Why Bundle?</li> <li>➤ <a href="#">Term/CI tools</a></li> </ul>	1
April 2014	<b>The Fundamental Series:</b> <ul style="list-style-type: none"> <li>➤ Ideal product for advisors new to DI</li> <li>➤ Opportunities in self employed market</li> <li>➤ What's in it for your clients</li> <li>➤ What's in it for you?</li> <li>➤ <a href="#">Fundamental Tools</a></li> </ul>	1
May 2014	<b>WLRP</b> <ul style="list-style-type: none"> <li>➤ Target market &amp; opportunities</li> <li>➤ Tax benefits</li> <li>➤ Reverse Combo Opportunities</li> <li>➤ <a href="#">WLRP Tools</a></li> </ul>	1
June 2014	<b>BOE For your business owners:</b> <ul style="list-style-type: none"> <li>➤ Understanding the need</li> <li>➤ Sales concepts to help clients understand the need</li> <li>➤ Features, benefits &amp; Case Scenario</li> <li>➤ <a href="#">BOE Tools</a></li> </ul>	1