



2016 MDRT Annual Meeting e-Handout Material

Title: Think the Unthinkable to Spark Transformation in Your Business

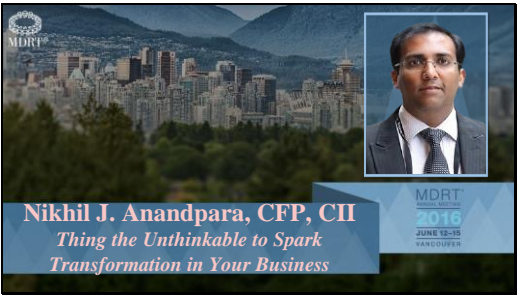
Speaker: Nikhil Jitendra Anandpara, CFP, CII

Presentation Date: Wednesday, June 15, 2016

Presentation Time: 11:30 a.m. - 12:30 p.m.

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Slide 1



Slide 2



Slide 3



Slide 4

“Our business grows by referral.
We would appreciate being
Introduced to family members,
colleagues and friends who you think
might benefit from our advice.”

Slide 5

LIFE PYRAMID

EXCELLENCE
PAIN
COMFORT
DISCOMFORT

MORT

COT / TOT

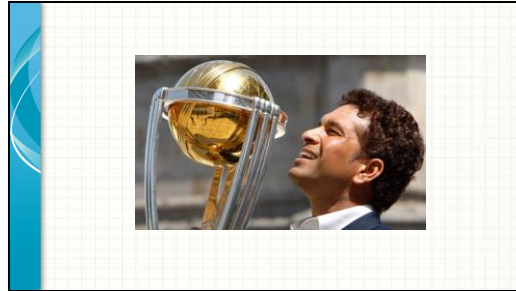
5

Slide 6

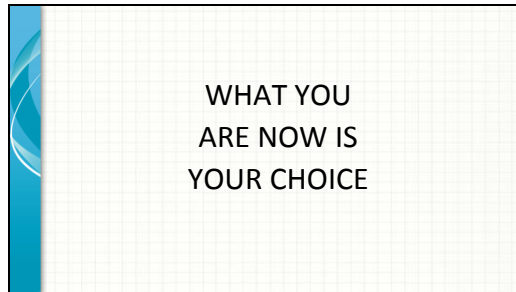
DREAMS

- Dreams Should Be Unrealistic
- Unrealistic People Rule The World
- Realistic People Serve The World

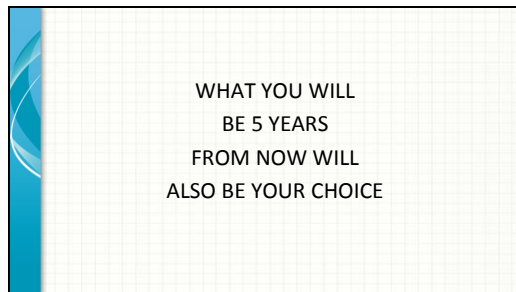
Slide 7



Slide 8



Slide 9



Slide 10

DREAMS ALLOW US TO BREAK
LIMITATIONS AND BRING THE BEST OUT
OF US FROM WITHIN US

WE ARE USED TO EASYWAYS

Slide 11

Add New Client

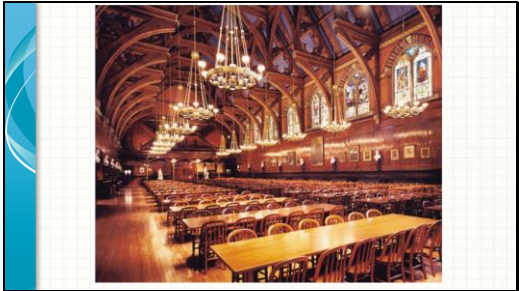
- + If you work with only existing client than you will do business at their terms.
- + If you have more number of client than you will do business at your terms.

Slide 12

SEQUENCE OF SALES CONVERSATION

- OPENING
- PRESENTING
- HELP DECIDING

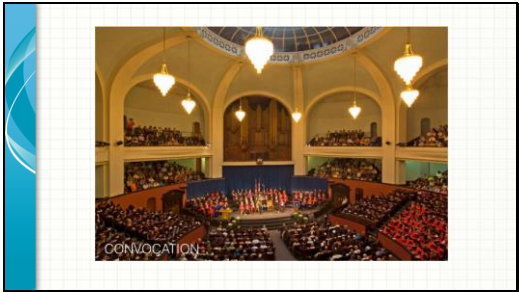
Slide 13




Slide 14



Slide 15



Slide 16



The total 2013-2014 cost of attending Harvard College without financial aid is \$38,891 for tuition and \$59,950 for tuition, room, board and fees combined.


Families with students on scholarship pay an average of \$11,500 annually toward the cost of a Harvard education.

Slide 17

WHAT INSURANCE CAN DO

Slide 18

SALES TOOLS

TO	GIVE	NAME	GET
SCHOOL	MONEY	FEES	BRIGHT FUTURE
HOSPITAL	MONEY	CHARGES	RELIEF
GOVT	MONEY	TAXES	INFRASTRUCTURE
LAND LORD	MONEY	RENT	RESIDENCE
	MONEY	PREMIUM	ALL THE ABOVE

LIFE INSURANCE FULFILLS THE DUTIES LEFT UNFULFILLED

Slide 19

Dr. Rajan,


Doctors community are so engaged in the welfare of their patients, that they often neglect their health and wealth. Some of them earn well but they are not wealthy still.

For the benefit of these sincere souls, will you please refer me to two good doctors, that they can benefit from my honest and sincere advice.

I will be ever grateful to you for this introduction.


29

Slide 20




AVERAGE : 9-11 CALCULATE RETURNS AVERAGE : 4-5

Slide 21




Lexi Pen CALCULATE RETURNS Mont Blanc
MRP Rs.10 Starts with Rs.24000/-

Slide 22



PREMIUM IS NOT THE
PROBLEM;
IN FACT
PREMIUM IS THE SOLUTION

Slide 23



LIFE INSURANCE IS AN
EXPRESSION OF
HONESTY

Slide 24



WHAT INSURANCE
CAN DO

Slide 25



Slide 26

SELLING HAS MORE
TO DO WITH OUR
MIND, THAN WITH
THE PRODUCT OR
THE PRICE

Slide 27

There is no
easy way to
Top

Slide 28



Slide 29