

As a fully qualified COPS specialist with Unique Writers...

- You will be able to confidently solicit business from employees inside correctional institutions and obtain leads from correctional officers and other employees of these facilities.
- You will call and set up individual appointments with those from whom you obtain leads
- You will become an expert at determining your client's financial needs through first appointment information gathering
- You will understand advanced market life concepts and products such as IUL's, Term Conversions, PensionMax Scenarios, Basic Term and Annuity Roll-Overs, and more.
- You will learn to evaluate and analyze the current financial and insurance status of your clients, and provide recommendations of the proper program or programs to put them, and their family into a more secure and suitable financial position
- You will be able to confidently close the sale and follow through with applications, underwriting and policy delivery.

