

## 3 Skill Sets To Success

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**Y**ou could be a walking encyclopedia on your company's products and riders. However, if you do not know how to address objections, close, and reach out and help more people, you and your insurance company have a big challenge.

On the following pages, you'll learn the proven best approaches to addressing objections, how to close when it is in the best interests of the prospective client, and the ten most overlooked ways to reach out and help people retire with dignity. Just turn the page to learn even more.