

DVD VIDEO TRAINING

1. Introduction to The Comprehensive Financial Planning System™

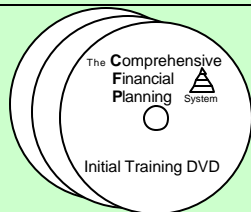


This 2 hour DVD is probably the greatest training film ever made in the financial services industry. It describes each step of the financial planning process and includes demonstrations of skills you must master including:

- (1) Phone calling techniques that get appointments!
- (2) How to explain what you do and how you are paid.
- (3) How to conduct a thorough fact finding interview.
- (4) Effective ways to obtain quality referrals.
- (5) How to present the financial plan to your client.

Initial supply provided: one
Cost per item to reorder: \$20

2. The Comprehensive Financial Planning System Initial Training



This 26 hour DVD training module provides comprehensive classroom instruction on every aspect of the CFPS. All four CFPS manuals are covered in depth. Expanded role play demonstrations of all CFPS people skills are included. Complete training is provided on how to prepare a true financial plan. This training is an absolute must for anyone with less than five years experience in financial services and will be highly beneficial for even the most experienced planner or agent.

Initial supply provided: none
Cost to order one set: \$240

3. The CFPS Training Workbook



This companion workbook is an important part of the CFPS 26 hour DVD training module. If you just watch the videos, you will likely retain only 20% to 30% of the information. This workbook contains hundreds of "fill-in-the-blank" sentences which are contained in the 26 hour program. If you "fill-in-the-blanks" as you watch the program, your retention of the material covered may increase to 70% to 80%! Also included in this workbook are several checklists and articles written by the author of the CFPS.

Initial supply provided: none
Cost to order one book: \$20