

FRIDAY
July 09, 2010



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SAVE THE DATE – TFA TRAINING OPPORTUNITIES

The TFA Business Development & Training Department will be hosting the following workshops, conference calls and webinars over the coming weeks. We invite you to take advantage of these opportunities, which are designed to provide information and tools to help grow your business.

The 10 Themes for 2010 Market Insights - Hosted By Advisors Asset Management (AAM)

Wednesday, July 14th from 4:15 – 5:15 ET

Please join AAM's CEO and Chief Investment Strategist as they share their insights into our 10 themes for 2010 based on the events of the past six months. They will also address their reasons for favoring risk assets over risk-averse assets and will be taking questions at the end of the call.

[Click here](#) for more information on this conference call.

AEGON SPOTLIGHT – Diversified Investment Advisors

Thursday, July 15th at 4:00 pm ET

Please join us Thursday July 15, 2010 at 4 pm ET for an AEGON Spotlight session on the advantages of total retirement outsourcing (TRO) as a solution to the challenges many retirement plan sponsors face in today's business environment.

For more information, including registration details, please [click here](#).

LaserApp Training Webinars

Through September 21st, 10:00 am ET/ 1:00 pm PT

6 Convenient Dates to Choose From!

Learn how to streamline your practice by using your existing data to fill out paperwork for you. LaserApp and TFA will be conducting a series of live training webinars centered on using LaserApp Enterprise.

Topics covered during these training sessions will include: getting started with LaserApp, installing forms, how to create and share forms groups, how to print & save forms, and how to automatically fill forms using your existing client database or CRM.

Please [click here](#) for the webinar schedule.

Getting Down to Business: Sales Ideas and Concepts You Can Use!

Wednesday, July 21st at 4:15 pm ET

TFA Marketing's Getting Down to Business webinar series is designed to equip you with a wealth of new sales ideas and concepts that you can use to enhance the value you bring to your clients. We're excited to feature **Jackson National**, one of our premier annuity vendors, for our July 2010 Webinar.

Jackson National – "The Client-Centered Advisor"

Join us for an informative, web-based seminar that will show the importance of being a client-centered advisor and how this can help you build a loyal client base.

"The Client-Centered Advisor" covers how to:

- Develop a client-centered focus that can help attract high net-worth clients
- Increase assets under management by creating and retaining loyal clients
- Implement client engagement programs to build loyalty and generate referrals

We look forward to speaking with you on July 21st at 4:15pm Eastern.

Registration and login information:

To join the meeting, click this link at the scheduled time:

<http://jackson.fugent.com/common/mlogin.asp?930830>

Name: The Client Centered Advisor

Duration: 60 minutes

Password: Jackson

IMPORTANT! JOIN THE MEETING PRIOR TO DIALING INTO THE CALL!

*The teleconference information below is provided as a reference. In order to accurately join the teleconference call and participate in any live Q&A, you will need an ATTENDEE ID # that is assigned to you upon meeting login. Please, login to the online portion of the meeting and follow the prompts to join the teleconference call.

Teleconference Number: 866-469-3239

Teleconference Passcode: 00052802

SYNERGY UPDATE

To make it easier to re-file documents, the status field, *Doc Re-File?* is now available to use with [all templates](#) in Synergy! This field was formerly only available on the client templates and was called *Client Re-File?* Please [click here](#) for the detailed steps to re-file a document.

Additionally, the User Guide and the Synergy page on the TFA Website will be updated to make doing business in Synergy easier.

SUMMER RECRUITING INCENTIVE

TFA is pleased to announce its first **Summer Recruiting Incentive!**

Between now and August 31st, for each eligible* rep you recruit, TFA is offering a special summertime incentive.

[Click here](#) for more information on this exciting summer program!

We want to encourage each of you to become more involved in recruiting.

To learn more about the value of recruiting and how TFA can help you, please contact our Recruiting Manager, Tiffany Taylor, at (800)322-7161, option 1, ext 123-2297 or at ttaylor@aegonusa.com.

*Eligibility based on previous 12 months GDC. For more details on prizes and eligibility,

please reference the linked information sheet.

If you have any questions regarding any portion of this email, please contact Rep Relations at (800) 322-7161, option 3.

[Come visit our website!](#)

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