

How to Integrate the Insight from the Icons *And Become the Agent of Your Dreams*

Van Mueller and Jim Ruta share a serious complaint about life insurance agents. Despite getting world-class information, too many advisors are just not doing what needs to be done to be their best. Most of them never make it.

Think about it this way. In a business where only 1 in 5 advisors survive to their 5th year and only 1 in 20 survivors make a “living wage” in the business as evidenced by basic MDRT qualification, we are doing something very wrong. Advisors are just not picking up the skills they need to make it big.

Jim and Van are about to change that. In this unique, joint National Advisors Conference sales conversation session Jim and Van will explain what you need to do to access, absorb, and assimilate the best information and make it part of your business. You’ll stop skimming information and start digging in. You’ll learn how to naturalize sales and business development strategies and tactics so you can have the sales conversations that lead to more of the business you want. You’ll discover what “No Fear Selling” can be and how you can make it happen for yourself. It’s a lot about the difference between study and practice.

Be sure to attend this all new Van Mueller presentation with his coach, Jim Ruta and the special break out session too. This is Van like you have never seen him before and Jim with more practical advice than ever. See you in Las Vegas August 2022.