



> DI Success Tips

IT ALL ADDS UP!

INTRODUCING a new training series to help you build expertise in disability insurance field underwriting and increase your success.

WHAT IT'S ABOUT.

1

You have an important role of making sure your clients understand their need for disability income protection and have a plan that's right for them.

DI Success Tips is a new training series designed to help you do just that. Each month, watch for "quick win" training topics emailed to you from our DI underwriters. Their goal is simple, to help you be more successful.

WHAT TO EXPECT.

2

Our DI underwriters will share valuable topics and tips to help you increase your success in placing DI business. You can expect to learn more about the following:

- The DI underwriting basics
- What's going on – the process
- Application acumen – getting it right
- Underwriting common medical conditions
- How to place the business – different scenarios
- New tools and service enhancements

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3

Don't have much time for training? Then the *DI Success Tips* series is for you.

You can quickly read the monthly topic-focused flyers (pdfs) and save them for future reference. They'll help you build your expertise on the go.