



JUMP START

A proven sales coaching program that produces results

Benefits to You

More income. Advisors who participate in JUMP START typically report production gains of at least 15–50%. In one controlled study at a major firm, advisors using the program increased their gross production by 54% over twelve months, compared to just 17% for advisors in control groups: a difference of 37% attributable to the program.

A more rewarding career. With JUMP START, you'll learn how to build and foster long-term relationships with affluent clients. As success builds on success, you will take yourself to a new level in your profession and offer a caliber of service that sets you apart from your competition.

More fun. The skills, know-how, and habits you'll acquire in JUMP START will enhance the enjoyment and satisfaction you gain from your professional life. When you walk into the office every morning, you'll know exactly what you need to do and how to do it. No more trial-and-error, hit-or-miss—and no more frustration!

What Do You Get with JUMP START?

The Broyles Top Producer System

When you enroll in JUMP START, you will receive *The Broyles Top Producer System*, a complete self-study program organized around the “habits of success” distilled from the highest-performing financial professionals across the nation. *The Broyles Top Producer System* features over 400 pages of the latest insights, ideas, and methodologies that will enable you to build a clientele of affluent investors and achieve the level of success you demand and deserve.

Plus, in addition to the written instruction, *The Broyles Top Producer System* includes 5 audios featuring Phil Broyles and Joe Leadem, the creators of the program, who offer a wealth of real-world examples and entertaining stories you'll want to listen to, again and again, to reinforce your “habits of success.” You will also receive carefully tested marketing tools, including worksheets, Telecharts, meeting agendas, presentation aids, letters, and more.

10 Weeks of Intensive Coaching

When you enroll in JUMP START, you will participate in a 10-week series of small-group telephone sessions led by a Top Producer coach. Our coaches are experts who have worked with thousands of financial advisors—they know what works, and what doesn't.

These calls are not lectures—they are highly interactive (and fun!), featuring plenty of give-and-take. Because the groups are small (generally eight participants total), you'll have abundant opportunities to provide feedback, ask questions, and share your successes and challenges.

In these weekly coaching calls, you'll hear great ideas how to:

- Identify more affluent prospects
- Make initial contacts that capture a prospect's attention and pique interest
- Hold in-person meetings that produce results
- Uncover all the client's assets and needs
- Ask for a commitment—and get it!
- Earn 100% of your client's business
- Generate more and better referrals
- Network effectively
- And much more!

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Call us today for more information 707-547-2040

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Call Today



JUMP START

You will also receive:

Personalized Follow-up and Reinforcement

In addition to the group coaching sessions, you'll receive an in-depth, one-to-one consultation to review your unique situation. Often, we can help you find ways to convert your top prospects into clients, or identify small changes in what you are doing that can yield major results.

Also available to you is our Top Producer "hot line" that you can call anytime with questions or concerns.

Questions & Answers

What Sets JUMP START Apart from Other Programs?

It is based on the real-world experiences of top producers. JUMP START is based not on untried theory, but on the actual habits and techniques of the biggest producers in the country—specific practices you can plug into your business to achieve maximum results.

We stay with you. Improving your skills and habits is not easy. To become a top producer, "one-and-done" doesn't work—you need positive, ongoing follow-up and reinforcement. And that's what you get with JUMP START. We stay with you for 10 weeks in the small-group coaching sessions and the one-to-one call, and even beyond that through our hot line.

Is Jump START Right for You?

If you're a more experienced advisor with gross production of less than \$700,000, JUMP START can help you take your business to the next level.

If you are a new advisor, JUMP START is ideal for you—you'll learn, from the beginning, everything you need to know and do to become a top producer.

Is JUMP START worth Your Time and Money?

Definitely—and we have the track record to prove it. We have worked with over 30,000 advisors over the past 30 years. Managers tell us that they typically see gains of 15% to 50% from advisors who enroll in JUMP START. You can, too!

Your satisfaction is guaranteed. Our no-risk policy: If you are not 100% happy with JUMP START, you can drop out by week 3, return all materials to us, and receive a full refund.

References are available upon request.

"Don't Just Get By—Make the Leap to Superior Performance"

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