

## Here are what a few Exclusive Coaching Program participants had to say:



"I was first introduced to Million Dollar Producer in 2000 by attending one of their Boot Camps. I immediately realized that they had all the systems in place for me to rapidly build my business in an ethical and efficient way. I implemented everything I learned and built a million dollar revenue business in less than 5 years. I had produced over a million dollars a year for four years but I realized if I was to grow to my next level I needed more guidance. **In 2010 I signed up for the Million Dollar Producer Exclusive Coaching Program. It was the best move I ever made.** I earned approximately \$1,000,000 through the first 6 months of the year and achieved my first \$2,000,000 dollar year ever. The practical guidance and new systems put into place this year have made all the difference! **Continuing with this program for 2012 was an easy decision. I would recommend Million Dollar Producer and the Exclusive Coaching Program to anyone who has a burning desire to build a big business while delivering unparalleled service to a large client base. This is awesome!"**

**George Veater**



"Every serious producer should join this Exclusive Coaching Program!

**Since joining the Million Dollar Producer Exclusive Coaching Program, I have raised in excess of \$300,000,000 and built a highly efficient and productive multi-million dollar practice.** They offer not only invaluable amounts of information and ideas, compliance-approved materials, resources, direction and vision, but also teach and help you implement all of it! I don't even think twice when signing up annually for this Exclusive Coaching Program!

This program helps keep me focused, disciplined and continuously striving for providing the best package of services and expertise that I can as a financial advisor. If you are interested in making 2012 your best year in the business, I highly encourage you to join the 2012 Exclusive Coaching Program."

**Rob Chatterton**

# Million Dollar Producer 2012 Exclusive Coaching Program

**Starts January 2012!**

**For more information call  
Million Dollar Producer  
at (866) 866-0472.**



The **Million Dollar Producer Exclusive Coaching Program** has helped create many of the strongest producers by showing them how to simplify and systematize their businesses and their lives. This program has transformed many participants into million dollar producers that are primarily fee based businesses.

**Learn what the top producers are  
doing to reach even higher levels!  
Call (866) 866-0472 today!**

**Are you ready to feel  
excited about the future  
of your business?**

## **The Million Dollar Producer Exclusive Coaching Program is geared toward advisors that are looking to build or secure practices that offer the highest level of financial advice and service for clients and prospects.**

This program helps advisors build upon strong principals of financial planning to produce extraordinary results. It focuses on the core values of providing the highest level of financial advice and service while maintaining an optimum benchmark of efficiency for their practice.

### **This program covers all of the areas that a high-level financial planning practice needs to be successful.**

Over the course of one year, all advisors in this program will learn the special systems and strategies that multi-million dollar practices use to operate in the most efficient way.

### **Which advisors are best suited for this program?**

The Million Dollar Producer Exclusive Coaching Program is for producers who want proven strategies and results. The systems and information are not just results of surveys or great thought, they are proven strategies that are currently working for financial advisors who run multi-million dollar practices. This program is best suited for financial advisors that:

- Generate between \$200,000 and \$2,000,000 of GDC
- Have an interest in building a strong fee-based business
- Have at least 1 dedicated staff person
- Have a positive attitude!

## **Program Topics**

Over the one full year timeframe, we will focus on all aspects of running a highly-successful practice. Here are 18 of the areas we review in which advisors can maximize their success.

- **Marketing**
- **Office Structure**
- **Client Interview System**
- **Goal Setting**
- **Developing a Business Plan**
- **Building a Powerful Fee-based Business**
- **Investment Selection Process**
- **Time Management**
- **Networking Systems**
- **Wealth Protection Techniques**
- **Tax Planning Techniques**
- **Estate Planning Techniques**
- **Client Service**
- **Client Review Process**
- **Hiring & Maintaining Competent Staff**
- **Running a Healthy & Profitable Business**



## **Program Benefits**

The Million Dollar Producer Exclusive Coaching provides you with the opportunity to participate and work with both Million Dollar Producer, Inc. (the leading training firm in our industry for high level practices) and other successful financial advisors. The program features a menu of benefits that include:

- **3 two-day meetings**
- **4 Webinars**
- **Quarterly one-on-one personal telephone coaching sessions**
- **12 months membership to [www.MDPRODUCER.com](http://www.MDPRODUCER.com)**
- **Written communications to solidify client relationships and generate qualified prospects**
- **A complete manual for success**
- **A customized 12-month marketing calendar of meaningful activity**
- **Regular follow-up from Million Dollar Producer**

## **Your Coaches**

**Ken Unger**, a 30-year veteran, is one of the industry's most respected and experienced coach and trainer of high-level producers. Ken is consistently hired by major firms to train their top producers.

**Tom Gau** is an active CFP who has produced over \$3,000,000 annually for the past 20+ years. Tom has won numerous accolades available to financial advisors.

***Over the last 11 years, the Exclusive Coaching Program has created some of the top advisors in the industry.***

***Proven Systems***

■ ***Results***

■ ***Customized Advice***