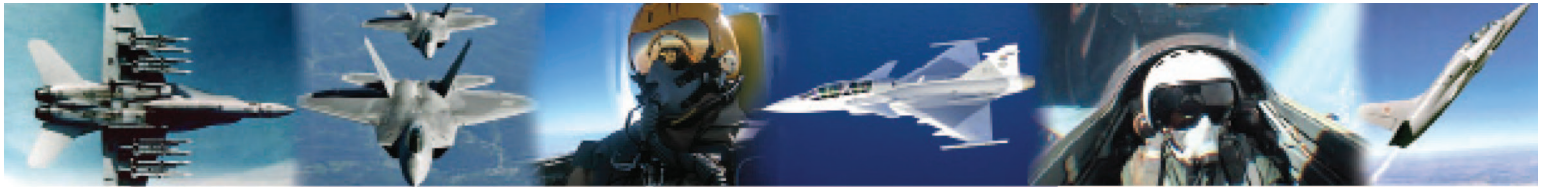


SALES STRATEGIES

The **Top Gun** Program



3 - DAY A G E N D A

Day 1: Top Gun Anti-Traditional Sales Strategies

- 9:00 AM** **Welcome and Opening Remarks: The Power of Certainty**
Barry Bulakites, President and CSO, Table Bay Financial Network, Inc.
- 9:15 AM** **Eliminating the Volatile Sales Cycle**
The 3 things you must do to increase your sales 200% – 500%.
- 9:30 AM** **Why a New Selling Methodology?**
Are you a creature of old school selling habits that were developed for a world that no longer exists? Learn how to break the bonds of old school selling and use the Anti-Traditional Sales System (ATSS) to explode sales.
- 10:00 AM** **Pain, Gain and Emotion**
Understanding that inside your clients are emotions they experience as pain—emotions they would like to eliminate. This is the main catalyst of all change and sales. Learn how to uncover threads of discontent and find the gold that lies beneath.
- The 4 critical steps in every great sales presentation
- 10:30 AM** **Table Bay Top Gun Selling Model**
Learn the latest update to the selling model that has proven year after year to bring in extraordinary amounts of premium for advisors.
- 11:00 AM** **The Wealth Management Wheel**
A picture can be worth a thousand words – this one can be worth millions.
- 11:15 AM** **Investors Attitudes on Retirement Issues and Products**
Exploring investors' attitudes as they relate to retirement issues.
- 11:30 AM** **The Table Bay Family of Companies**
Understand the vast level of services and support Table Bay Financial has to offer.
- The Table Bay companies
 - Tap into our wealth of knowledge on marketing and sales
 - Our unique marketing platforms
 - Learn about our world-class training programs
 - Meet our professional staff



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