

For NAIFA-Arizona Members:

Join Us for this Exciting In-Person Program and Support Your Arizona Political Action Committee



Tom Hegn

IFAPAC-Arizona is honored to offer you the opportunity to meet and hear Tom Hegna, CLU, ChFC, CASL - Author, Speaker and Economist - A Power Hour



Tom Hegna presents:

"Certainty in Times of Uncertainty"

This presentation will review the Current Economy, the US Debt Clock, and Mortality Credits. You will learn how to educate prospects/clients in preparing an optimal portfolio: Building, Protecting, Distributing. You will learn the importance of asking 'powerful' questions; and how to understand the objections of clients. Tom will also touch on how to utilize AI as well as address generational differences.

This presentation qualifies for One Hour Arizona CE Credit - but sales ideas will not be overlooked in time with Tom!

Date: Thursday, October 10, 2024

Time: 9:00 a.m. Registration

9:30 a.m. - 10:30 a.m. Tom Hegna

10:40 a.m. - 11:15 a.m. Sales Ideas Panel

11:30 a.m. - Sponsored Lunch

Location:

1550 E. Missouri (Pioneer Title)

Phoenix, Arizona 85014

Registration

Registration Fee: \$40.00

This program is a fundraiser for IFAPAC-Arizona. Your registration fee will help support political action activity in Arizona and is separate from IFAPAC National contributions.

Contributions are not tax deductible as charitable contributions for Federal Income Tax purposes. However, they may be tax deductible under other provisions of the Internal Revenue Code.

[Register Here](#)



More About Tom

An incredibly popular industry speaker for many years and considered by many to be THE Retirement Income Expert. As a former Senior Executive Officer at New York Life, retired Lieutenant Colonel and economist, Tom has delivered over 5,000 seminars and is the author of five industry books! He will pump you up, make you laugh and inspire you to solve complex financial problems with ideas and stories.

NAIFA- Arizona | P. O. Box 4728 | Scottsdale, AZ 85261 US

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