

# ELITE FORCE SALES TRAINING SCHOOL

*A Best Practices™ Sales Program*

Application for school year beginning May, 2017

1Q: May 8-10 • 2Q: Aug. 7-9 • 3Q: Nov. 6-8 • 4Q: Feb. 5-7, 2018

Tuition for the 12 days is \$2,800 for members of a state association that is a member of IIABA. Tuition for those who are non-members is \$5,600 for the 12 days. In addition to instruction and production tracking, **tuition includes:** hotel accommodations in Jefferson City, for two days per quarter (three days the first quarter); most meals during the sessions; and all course materials and books (including a significant sales library). *\*Note - tuition also includes a day of sales management training built into the first day of class for mentors, as well as one night's hotel stay (Sunday, May 7) and a welcome reception.*

Class size is limited to 16 eligible students. Upon acceptance and registration for the class, accommodations will be made through your event coordinator.

Please complete the application below, and attach a resume.

Name: \_\_\_\_\_ Badge Name: \_\_\_\_\_ Title \_\_\_\_\_

Agency Name & Address: \_\_\_\_\_

Phone: \_\_\_\_\_ Your e-mail address: \_\_\_\_\_

Number of years in insurance: \_\_\_\_\_ Number of years in sales: \_\_\_\_\_

Other sales training courses taken (course name/dates taken): \_\_\_\_\_

Name of Mentor: \_\_\_\_\_ Mentor's e-mail address: \_\_\_\_\_

Please tell us why you want to be accepted in this class: \_\_\_\_\_

How did you hear about this class? \_\_\_\_\_

\_\_\_\_\_  
*Student Signature*

\_\_\_\_\_  
*Agency Mentor signature*

\_\_\_\_\_  
*Agency Owner/Principal signature*

*Signature of this application confirms that the agency mentor chosen understands and accepts his/her responsibility for attending the first day of class, reviewing the student's production reports and encouraging the student's successful completion of the coursework.*

**Cancellation Policy:** You will not receive a refund if you do not notify us before the start of the class. Also, if the student drops out or doesn't complete the course there will be no refund given. You will receive a ninety percent refund if cancellation is received prior to start of class. Full payment is due regardless of the student's successful completion, or alternate accommodations. This course is non-transferable.

Send your application and resume to: Missouri Association of Insurance Agents,

Jeanne Blomberg

*jblomberg@moagent.org*

P.O. Box 1785

Jefferson City, MO 65102-1785



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