

# Presenting the Low Load Insurance Services 2010 Insurance Marathon

**The training you need... from coaches who've gone the distance.**

February 1-2, 2010, Renaissance Tampa Hotel International Plaza



Staying the course is what it's all about. Your training is divided into five distinct intervals. While each of your clients presents different needs at different times, all will benefit from your knowledge of these typical stages of insurance planning as part of the comprehensive financial plan.

## MONDAY, FEBRUARY 1, 2010

7:30 am – 8:30 am  
Continental Breakfast

### 8:30 am – 12:15 pm BUILDING THE FOUNDATION

In your clients' early adult years, the focus is on creating earning potential and a foundation for the rest of their lives.

8:45 am – 9:45 am  
Term is the Foundation (Establishing a Routine for Life-long Protection)

10:00 am – 11:00 am  
Protecting Your Clients' Most Valuable Asset (The Double Whammy of Injury or Illness: In Pain and Can't Train)

11:15 am – 12:15 pm  
Insurance and the Small Business (Coverage for the Long Run)

12:15 pm – 1:30 pm  
Lunch

### 1:30 pm – 5:00 pm THE ENDURANCE FACTOR

Your clients have grown and matured and, with your help, so have their assets and income.

1:30 pm – 2:30 pm  
Disability: Advanced Planning for the Business Owner (Up and running: Now There's More to Lose)

2:45 pm – 3:45 pm  
Insuring for Long Term Care (Plan Now ... While There Are Many Miles Still Ahead)

4:00 pm – 5:00 pm  
Insurance: An Important Part of Pre-retirement Planning (Positioning Your Clients for the Final Lap)

6:00 pm – 10:00 pm  
Hydration, Nutrition & Flamenco  
The Columbia Restaurant – Ybor City

## TUESDAY, FEBRUARY 2, 2010

7:30 am – 8:30 am  
Continental Breakfast

### 8:30 am – 12:15 pm THE COOL DOWN

Your clients have their nest egg. Now protect it.

8:45 am – 9:45 am  
The 5% Myth (How to Prevent Your Clients from Outliving Their Financial Fitness)

10:00 am – 11:00 am  
Estate Planning and the Use of Life Insurance (Preparation Pays Off)

11:15 am – 12:15 pm  
Insurance Solutions for Unexpected Setbacks in Financial Plans (How to Get Over the Hurdles)

12:15 pm – 1:30 pm  
Lunch

### 1:30 pm – 2:30 pm CASE STUDIES (WIND SPRINTS)

Actual LLIS experiences brought to us by advisors.

### 2:45 pm – 4:30 pm ROUNDTABLE RELAY

Everything you've always wanted to know but were afraid to ask

- Getting the Most Out of LLIS
- Policy Reviews
- Annuities
- LTC
- DI
- From Application to Issue:  
How the Underwriting Process Works

Schedule subject to change



**LOW LOAD**  
INSURANCE SERVICES, INC.™

*The advisor's insurance advisor.*