



FOR IMMEDIATE RELEASE

## Charlie Gipple Leads National Sales Training Workshops

**Riverside, CA (February 5, 2016)** – The Partners Advantage Index Academy will travel across the country in 2016 and deliver a full-day workshop focused on education that causes sales. The workshops entitled the “Great 8 Boot Camps” are led by nationally recognized indexed product educator Charlie Gipple CLU®, ChFC®, senior vice president of sales and marketing for Partners Advantage. Gipple will also be accompanied by other presenters from some of the industry's top fixed indexed annuity, life insurance and linked benefit product carriers in the nation.

Gipple stated, "Our goal is to hit more than 20 major cities by the end of the year and the response has already been exceptional. The workshops are composed of eight training presentations, backed up by results from consumer research. So, financial professionals walk away from the training with techniques and information they can immediately implement."

A sampling of topics being covered includes:

- Behavioral Finance: The Devil is in the Detail, but the Sale is in the Story
- Don't Let Your Clients Become a Statistic in “The Perfect Storm” for Retirees
- Life Insurance as an Asset Class
- Why and How Linked Benefit Products, Fixed Indexed Annuities and Fixed Indexed Universal Life are Leading the Way
- Case Studies and Sales Ideas

The complimentary events are open to licensed financial professionals and will be hosted in these cities (dates and locations are subject to change):

- **February:** Dallas 2/9 and Ft. Lauderdale 2/23
- **March:** San Diego 3/8, Irvine, CA 3/9 and San Francisco 3/10
- **April:** Houston 4/1, Philadelphia 4/12, Newark 4/13 and Boston 4/14
- **May:** Cincinnati 5/17, Cleveland 5/18 and Pittsburgh 5/19
- **August:** Omaha 8/23, Des Moines 8/24, Chicago 8/25 and Minneapolis 8/26
- **September:** Atlanta 9/13, Charlotte 9/14, Orlando 9/15

More dates and locations continue to be added. For more information, contact Partners Advantage at 888-251-5525, Ext. 700, or visit this page online. <http://ow.ly/Y01Ks>

### **About Partners Advantage Insurance Services**

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