

# Summer Boot Camp

*Sponsored by John Hancock LTCi*

## The Milner Group

Thursday, July 9, 2009

9:30 am- 3:00 pm



*Lead by*

Samuel W. Arnett, CLU, ChFC, CFP

Regional Director John Hancock Long Term Care Insurance

The market potential for long-term care insurance
8 million.....The number of people who own LTC insurance
78 million.....The number of people in the U.S. between the ages of 42 and 60
59 years.....The average age of an LTC insurance buyer

Sam will provide intense training on John Hancock long term care insurance products. Most importantly he will provide ideas to help you sell to your clients. Learn how the product will benefit your clients and what will motivate them to purchase. Is it asset protection? Is it independence? Has there been a care giving experience? Learn how to help clients relate to the product.

**The Milner Group**  
833 Hurricane Shoals Road  
Lawrenceville, GA 30518

Lunch will be served  
Make your reservation at 770-455-1234  
Linda, x 125, or Martha, x 110