



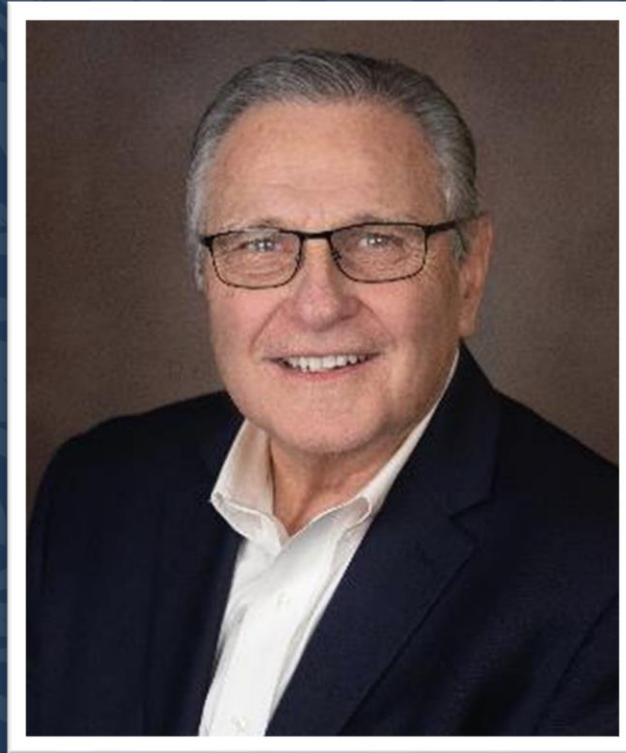
ELITE AGENT SOLUTIONS

WHO WE ARE

Our team of dedicated professionals has over 30 years of experience in organizational leadership, business development, personal sales, sales and leadership training and marketing. We are committed to the development of agents' defined vision for success.



MEET THE TEAM



LARRY PEREIRO
Director of Medicare
and Agent Development



RENÉE PARRIS
Director of
Life and Annuity

WHY WE EXIST

We started EAS to establish an organization that focuses on supporting, training and inspiring Independent Agents to dream bigger dreams, face the difficulties of chasing those dreams, to think out of the box to reach them and to do their best in that pursuit. We believe that in doing this, we can educate and provide confidence for the consumers we are engaged with. Our vehicle to accomplish this is two-fold: 1) meaningful training and equipping of agents to educate the consumer; and 2) engagement with H.O.P.E. Solutions (Healthy Options Providing Educated Solutions) to the needs of the community.

“Winning isn’t everything- but making an effort to win is!”- Vince Lombardi

Most agents could be millionaires writing fictional novels. They have lots of practice. It’s called “ sales reports”. We challenge agents to be honest with the person looking at them in the mirror. That’s real accountability.

HOW WE MAKE A DIFFERENCE

The tools you need, the support you deserve.

We are here to deliver elite support for our agents through an emphasis on education. We provide the tools for our agents to scale their business in a sustainable way that encourages long-term relationships. We've worked with companies who focus on making sales over building relationships, and our approach differs by empowering our agents through mentoring and coaching programs.

A foundation built on education.

We tailor our offerings to deliver a range of elite support based on individual need, meeting agents where they are. We provide a range of expertise and education that far surpasses offerings of similar companies. We believe a strong foundation grows a strong business, and we commit to full-service support to help our agents reach their goals in the right way.

Sustainable, long-term growth.

We believe an educated agent and educated consumer are the perfect pair for a lasting relationship. We are the company who provides the tools to bring those pieces together. We believe that empowering agents to understand their options builds trust and drives return customers. We strive to exhibit compassion for the clientele navigating a series of present-day and future landmarks.

OUR 10 CORE PRINCIPLES



- 01** Agents remain independent while contracted through EAS for support purposes.
- 02** Agents own their commissions and renewals; full commissions paid directly by the carriers.
- 03** We negotiate marketing funds and support with the carriers to assist agents in developing the most proficient use of the resources.
- 04** We assist agents in marketing research for the development of geographic and demographic focused opportunities.
- 05** We provide consistent quality support.

06 We provide compliant preparation for the agent to successfully complete certifications.

07 We provide a proven Action Plan concept which can assist agents to set the course for success.

08 We provide training in conjunction with the carriers to bring agents the confidence needed for success.

09 We are here to encourage and assist agents, not manage your personal goals.

10 We are accessible to agents 24/7.



THE OPPORTUNITIES

11,000
people turn
65 every day

Projected to
be 18,000 in
2025

Unlimited
prospecting
potential!



H.O.P.E. SOLUTIONS FLOW

H.O.P.E. is defined as "a feeling of expectation for certain things to happen."

EAS provides the education to address all areas of potential concern for the member, both present and future.



THE ROADMAP TO SENIOR SECURITY

Health and well-being has more than one path. The EAS model makes the journey a meaningful experience for seniors.

- 01 HEALTH CARE:** With the myriad of information Seniors are exposed to, confusion and insecurity hinder confidence in the decision process about health care options. Our training is designed to equip you to become a valuable educator of these options.
- 02 HOSPITAL INDEMNITY:** Whatever options are embraced by the Senior, there are often costs such as co-pays and co-insurances associated with Health Care. These costs can be reduced or even eliminated, freeing income for more productive use.
- 03 FINAL EXPENSE:** The burden of a funeral often rests on family members who are grieving the loss of their loved one. EAS affiliates are trained in resources to lift that burden in order to bring peace to the survivors.
- 04 LIFE INSURANCE:** We all desire to leave an inheritance to our survivors. A meaningful review of present life insurance coverage often reveals options to increase or even enhance the tax-free resource for this inheritance.
- 05 ANNUITIES:** What can a retiring senior do with the 401K they have contributed to over the years? This question often goes unanswered, costing the senior thousands of dollars. We train you how to provide valuable protection to what the senior has invested in for so many years.

YOUR CAREER POTENTIAL



EAS is committed to your success at reaching real goals. Will you commit to it and begin the pursuit of your success?

5 years potential	=	848,830.00 - \$1,557,280.00
10 years potential	=	\$1,697,660.00 - \$3,114,560.00
15 years potential	=	\$2,546,490.00 - \$2,335,920.00
20 years potential	=	\$3,395,320.00 - \$6,229,120.00

IS IT A GOOD INVESTMENT?

Contracting

Request all carrier contracting and submitted them.

Continuing Ed Class = \$150.00

State Licenses = \$180.00

State Exam = \$69.00

Total = \$399.00

Certifications

Begin with AHIP and then complete all carrier certifications. Once completed, you will receive a notice of "Ready to Sell" from each carrier.

AHIP CERTIFICATION \$175.00

Through the Carrier \$125.00

Total cost of license and certs =
\$524.00 - \$574.00

Training

Upon completion of the first carrier's certification, you will begin the EAS equipping modules.

Now you will begin field training with a mentor/Market Leader as you develop your Action Plan for the future.

Embrace your opportunity!

THE ACTION PLAN



“If you fail to plan, you plan to fail.”

THE ELEMENTS OF A SUCCESSFUL ACTION PLAN

Any goal that is not measurable is by nature unattainable.

Any goal that is not written is no more than a "wish".

Any goal that is not sustainable is a basis for defeat. They must stretch you while encouraging you to press on.

HOW TO SET A GOAL

What is your income objective? Any goal that will produce success must be based on specific monetary reward to you.

Example of setting an income goal: (Also see the Goals Template Worksheet):

Objective to earn \$100,000 annually needs a target goal of \$133,330 (arrived by dividing your objective by .75) This formula does not change regardless of your income goal.

Determine the income produced by each of the products/sales to calculate how much product is needed to achieve your goal.

Break down the goal into "bite-sized" weekly targets. This allows you to review your progress toward achieving the goals on a timely basis. It also prevents you from becoming overwhelmed by the goal.

MARKETING THROUGH MAILINGS

The value of investment:

Your net investment on a 2,000-piece mailing (cost of \$1,000) is \$500 w/ co-op.

Your conservative estimated return will be 40 leads generated (2% return).

You should set 20 initial appointments from this group. The remaining will be kept for future contacts.

Conservative estimation of closing ratio is 50% = 10 sales at avg commission of \$430.00 based on 50% being new business and 50% being transfers from one plan to another, which amounts to \$4,300.00 1st year commissions.

This produces lifetime renewals of \$53,095.00 based on a \$500.00 investment.



MARKETING FOR SUCCESS

PERSONALIZED H.O.P.E. TRI-FOLD BROCHURE

Hope is defined as
"a feeling of expectation
for certain things to
happen".

DID YOU KNOW?

In a recent survey, only 34% of the respondents acknowledged they had dental coverage.

Only 30% acknowledged they had hearing aid allowance.

Only 25% knew they had medical transportation allowance.

The simple truth is that 50% of those in the survey did not have an Advisor to guide them through the maze of options.

H.O.P.E. Solutions Advisors provide education that enables you to understand all the benefits and programs available for your well-being.

Our purpose is to ensure your expectations are met in a meaningful, clear manner, allowing you to experience the peace and security you seek.

One call to a H.O.P.E. Advisor can provide options for seniors and those under 65 with their healthcare needs.

Local H.O.P.E. Solutions Advisor

Your
Photo
Here

Your Name Here

123-456-7890

youremailhere@email.com

H.O.P.E. Solutions Advisors are State licensed insurance agents who can assist you with enrollments, if requested. Benefits vary by eligibility. Advisors are not endorsed by, employed by or otherwise connected with the US Government or CMS.

H.O.P.E. SOLUTIONS



Healthy Options
Providing Educated
Solutions

TOOLS AND RESOURCES

Unique Universal Quoting and Application APP.

Turning 65 APP- Identifies people with Birthdays in your specific zip code area.

Lead generation sources that are preapproved for COOP funding.

New Agent Fast Start Guidebook.

Training through our Agent Portal that is designed to equip you with the tools you need to accomplish your goals:

1. How to Build An Action Plan.
2. Training Modules presently available to equip you for success.
3. Templates for building your Action Plan.

Goal sheet projections to help you build your activity.

WHAT NOW?- THE SIMPLE PROCESS TO ENGAGE SUCCESS

CONTRACTING: Request all carrier contracting, complete and submit to them. Once requested, EAS will guide you through the process.

CERTIFICATIONS: Begin with AHIP and then complete all carrier certifications. Once completed, you will receive a "Ready to Sell" email from the carriers.

TRAINING: Upon completion of the first carrier's certification, you will begin the EAS equipping modules. Now you will begin training with a mentor/ Market Leader as you develop your Action Plan for the future.

EMBRACE YOUR OPPORTUNITY! Order business cards, marketing materials, etc.

A CLOSING THOUGHT FOR INSPIRATION: A quote from Vince Lombardi:

"I firmly believe that any man's finest hour- his greatest fulfillment to all he holds dear- is that moment when he has worked his heart out in good cause and lies exhausted on the field of battle- VICTORIOUS!"

At EAS, we are committed to find the right solutions for our partners, attain our goals together in the right way, while always keeping the highest level of integrity.

THANK YOU FOR JOINING US.