



Big Goals Short in Order

RETAIN, INSPIRE & ENERGIZE YOUR FINANCIAL SERVICE PROFESSIONALS!

Recruiting talented sales people, retaining them and helping build a quality book-of-business are significant challenges today. Use Vince Poscente's 'recreational skier to Olympics in 4 years' message to take your financial services professionals to the next level.



New York Times
USA Today
Wall Street Journal
#1 Bestseller

"Vince Poscente is one of the very few speakers I've heard who combines great humor and storytelling with meaningful content. His message remains a long time after he has left the stage.

Brian Ashe - President, MDRT

Harness the Power of Human Capital!

Imagine hitting your one year goals in six months. Picture exceeding quota in half the time. Goal compression happens when **FIVE BGiSO STEPS** are embraced with innovative tools to take you there. Reach your BGiSO (pron; Biggie So):

- **Drive on Emotion** - Combine the contribution your expertise makes + use past regrets to clarify next steps.
- **Dive past Distractions** - Get past fears with singular focus.
- **Do what the Competition is Not Willing to Do** - Use 360 degree research to speed up excellence.
- **Dare with Detail** - Use agility for better decision making + increase efficiency for easier results.
- **Delete Drag** - Convert fears into fun + pivot from negativity to the BGiSO Emotional Buzz.

"Do what the competition is not willing to do"

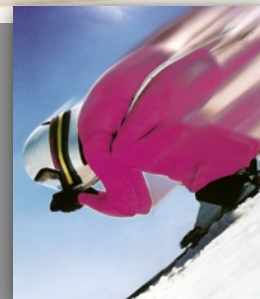
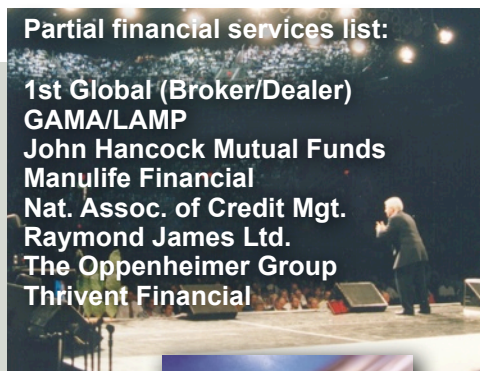
Blow Your People Away!!!

Renowned expert in accelerating towards big goals, Vince Poscente is a master communicator. He knows how to get an audience's attention and maintain electrifying energy while providing:

- Hands-on **goal attaining tools** that you can use immediately
- Edge-of-seat **motivating stories**, 135 mph ski videos, heart-pumping music
- **Take-action-today inspiration**
- **Flat-out-fun** with Poscente's signature wit and wisdom

Partial financial services list:

- 1st Global (Broker/Dealer)
- GAMA/LAMP
- John Hancock Mutual Funds
- Manulife Financial
- Nat. Assoc. of Credit Mgt.
- Raymond James Ltd.
- The Oppenheimer Group
- Thrivent Financial



Vince Poscente
Olympic Winter Games
Albertville, France

Some Feedback from the Financial Services Industry



325 West Touhy Avenue, Park Ridge, IL 60068-4265 U.S.A. ■ 847.692.6378 ■ Fax 847.518.8921 ■ www.mdrt.org

Dear Vince:

Jane in your office asked if our President, Brian Ashe could say a few words after seeing you speak at the recent LAMP meeting in Boston. Here is what he said:

“Vince Poscente is one of a very few speakers I have heard who combines great humor and storytelling with great, meaningful content. His message remains a long time after he has left the stage.”

We are really looking forward to having you at our Annual Meeting as our opening speaker on Monday, June 12 in San Francisco. I know our audience of 5,500 from around the world will be delighted to hear from you.

Kindest Regards,

A handwritten signature in cursive script that reads "Karen".

Karen Lewis Clarke, CMP
Program Manager

We found your “performance continuum” to be directly applicable to our efforts and are implementing many of your ideas and suggestions. I even have a ‘gold dot’ on my laptop! Thank you for your preparation and professionalism. You are a delight to work with!

Carol Batzli Barkley – Vice President, Marketing and Communications, **US Bank Corp. Payment Systems**

We just received the evaluations for the February employee meeting. Your speeches received the highest marks of all! Thank you for the excellent work you did to customize your message for Thrivent Financial.

Bruce J. Nicholson FSA – Chairman, President & CEO, **Thrivent Financial** (4.23.07)

Thank you so much for your wonderful comments last week at our National Sales Meeting. You did a fantastic job incorporating information about our current merger and the challenges we face in our industry into your compelling insights. Of the 15-20 national speakers I’ve heard over my career, you were absolutely the most memorable. As a result, I am excited to about the prospect of you sharing your energy and observations to our new group here at Regions.

Todd Chamberlain – President, Sales and Operations **Regions Mortgage** (3.13.07)

I am a financial advisor. You spoke at our annual meeting last year. I just got back from this year’s annual meeting in San Antonio. The speakers this year were good, but I don’t think there are any that I will take the time to read all their books and their weekly eBriefs like I have with you. I like your style and your topics are almost always of interest to me. I would like to think that you get a lot of positive feedback. I hope you won’t be too busy for one more. Thanks for what you do.

Jay B. Barclay, CFP® Financial Advisor, **DCS Wealth Advisory Services** (11.18.10)

I stepped into the back of the room filled with 500+ attendees just to listen to Vince for a moment. I stood there engaged for over an hour. He was extremely entertaining, funny and his story was heartfelt. I walked out of that room energized and motivated.

Lisa Carpenter – Executive Assistant to the President, **1st Global Financial Advisors** (6.11.10)

For booking details contact the agent who gave you this information.