

**Lisa DiBugnara**

**From:** Innovative Solutions Insurance Services <ldibugnara@isislife.com>  
**Sent:** Tuesday, January 10, 2012 10:39 AM  
**To:** Lisa DiBugnara  
**Subject:** ISIS Life Invites You to An Industry Meeting of Professionals - February 28, 2012 - Space is Limited - Register Today!

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## *An Exclusive Invite from ISIS Life*

*You are cordially invited to our 2012 Industry Summit  
A meeting for Agents and Industry Professionals*

*Tuesday, February 28th ~ 9 am to 1 pm*

**Space is limited and reservations are required.**

*A must attend event. Read our testimonials.*

### **Meeting Details**

**Location:** The Lux Hotel, Los Angeles, California  
11461 Sunset Boulevard, Los Angeles, CA 90049

**Date:** February 28, 2012

**Time:** 9 am to 1 pm

**Breakfast:** Full Breakfast served from 8-9 am.

"I had the pleasure to attend ISIS' Producer Conference held at Terranea last fall. The conference offered a perfect blend of thoughtful and engaging topics including: new industry product development, advanced case design and marketing issues, insights into the intricacies of underwriting complex medical and financial cases and effective practice management improvements. It served to reaffirm my view that ISIS is deeply committed to structuring a true 'partnership' with its producers, and therefore remains THE premier brokerage general agency in this country."

Adam C  
Denver, CO

"You walk in there thinking it's going be a review of the same stuff you've learned over the past 20 year in this business, hoping the

Parking: Valet parking hosted by ISIS Life.

Reservations: There is no cost to attend. Space is limited. Reservations are required.

RSVP: Contact [ldibugnara@isislife.com](mailto:ldibugnara@isislife.com) to reserve a spot.

*Learn New Sales Concepts to Expand Your Markets*

*Gather Critical Industry Information*

*Enhance Business Practices*

*Earn Valuable CE Credit*

*Network with Industry Peers*

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**CE Vouchers will be provided to those that attend.**

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This year's program will feature industry topics from leading carriers and key experts. The agenda is below.

***Selling Life Insurance in a Turbulent Environment***

*-John Oliver, Vice President, Field Development, Transamerica*

***Exploring Business Market Opportunities and Resources***

*-Steve Parrish, National Advanced Solutions Consultant, Principal Financial Group*

***The Current State of Underwriting***

*-John Olsommer, Vice President Underwriting, Lincoln Benefit Life*

*-Dave Costanza, Vice President of Underwriting, ISIS Life*

***Creating Engaged Clients to Leverage Opportunities***

*-Rick Nefzer, Regional Vice President, Genworth*

*-Justin Shipman, Regional Vice President, Genworth*

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**Reservations are required. To RSVP and secure a spot, contact: [ldibugnara@isislife.com](mailto:ldibugnara@isislife.com). For questions, or more information, please contact us at (800) 551-8289.**

refreshments are worth it. You walk out shocked how far behind you are with recent developments, wishing you had started taking notes, while recording the whole conference on your iPhone."

David S  
Los Angeles, CA

"I have learned invaluable ideas and concepts that have increased my knowledge to share with my clients. I have become an asset to my clients with their Life, Long Term Care, and Disability needs. I have increased my production by over 100% because of my partnership with ISIS"

Travis E  
Long Beach, CA

"A home run event. Informative, engaging and thought provoking."

Marc M  
Beverly Hills, CA

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