

# American Academy of Estate Planning Attorneys Exclusive Consultation Training!

## Advanced Initial Consultation Mastery and Strategy

And for the First Time Ever...

## Trust Administration—Initial Consultations



**Acclaimed Sandler Trainer Guru Ganesha Khalsa**

*Uncovering What Every Client Needs and Helping  
Clients Do What Is in Their Own Best Interest*

**Saturday, February 11, 2012**

**Mirage Hotel, Las Vegas**

**First Seat: \$955, Additional Seats: \$475**

### AGENDA

February 11, 2012

Las Vegas

8:30 am – 5:00 pm

**8:30 am – 9:30 am**

- Welcome
- Quick Review of Basics

**9:30 am – 10:00 am**

- Up Front Contract

**10:00 am–10:15 am**

Break

**10:15 am – 11:45 am**

- Pain Gain—Group Practice

**11:45 am – 1:00 pm**

Lunch

**1:00 pm – 2:00 pm**

- Troubleshooting
- Common Challenges

**2:00 pm – 2:30 pm**

- Trust Administration Consultation Review

**2:30 pm – 2:45 pm**

Break

**2:45 pm – 4:30 pm**

- Trust Administration Consultation

**4:30 pm – 5:00 pm**

- Wrap Up and Continuation Programs

### Who Should Attend?

- ✓ Attorneys handling consultations, whether you've been through the training or not... staying in this conversation means a lot to the bottom line
- ✓ Anyone working with clients, in a position to uncover another service or a future service (advanced planning identification, making sure that TA/Probate work comes back in later, or perhaps systematizing the referral conversations with clients)

**To Register for This Exclusive  
Training, Call 800-846-1555  
to Secure Your Seat!**

### Mirage Hotel Information:

- ✓ The Academy rate at the Mirage is \$135 per night for Friday and Saturday nights
- ✓ Call 800-499-6311 and let them know you are with the American Academy of Estate Planning Attorneys
- ✓ Deadline for the group rate is Monday, January 9, 2012 until rooms are sold out



**Increasing your Initial Consultation percentage is a  
simple way to generate more revenue for your law firm!**

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