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Week of January 23, 2007

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The Back Room Technician®
 from Kettley
Limited Time Offer: Lowered Price!
 (Expires 1/31/07)



[Join the National Association for Fixed Annuities!](#)

NEWS

AMS Contests
[License to Drive LTC Contest](#) - Ends 3/31/07



Business-Building on a Budget
Expand Your Business Without Spending a Dime
 Excelling at the art of creating a referral-based business is the most co-effective and time-efficient way to find new clients.
[Read the full article](#)

A Win Wynn Situation
New Contest Offers a Free Trip to AMS Sales Symposium
 If you can master the *Win Wynn* contest, we will see you at the AMS Sales Symposium the luxurious Wynn Las Vegas in July.
[Read the full article](#)

TRAINING

Upcoming Teleconferences

Date	Time (PST)	Topic	Speaker	Phone
1/24/07	7 a.m.	Overcoming Objections (click to submit your objections)	Mike Botkin	(800) 895-0231
2/7/07	8 a.m.	Appointment Setting: The Confirmation Method	Alyssa Holmerud	(800) 895-0198

This Week's Rebroadcasts
Overcoming Objections
 Jan 24 - 31, 2007 (ends 9 p.m. PST)
 (800) 374-1216

Miss a teleconference? Audio for all our past teleconferences is available in the Training section of the [AMS Producer Portal](#)

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AMS Metcalfe Academy Training Schedule

These training sessions will help you improve your personal performance with your Marketing System and familiarize you with our annuity and life products and sales techniques.

Date	Session	Agenda
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 on your membership fee (Code: AMS)
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 becoming an NEB member](#)

Feb 9-10	Programs to Premium™	N/A
Feb 22-23	Smart Ideas™/Practical Tax Solutions™ Appointment Setting	N/A N/A
Feb 23-24	Programs to Premium™ Advanced	N/A
Mar 1-3	"Circle of Wealth" Basic Training	N/A
Mar 8-9	Appointment Setting Properties of LeadDynamics™	N/A N/A
Mar 9-10	Programs to Premium™	N/A
Mar 22-23	Long-Term Care	N/A
Mar 29-30	Appointment Setting Powerful Presenting	N/A N/A

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