

nextgen

Don't miss out on these two great Nextgen events coming to a venue near you in September

September 7th– Venue Restaurant– Lincoln NE
12p.m to 1p.m.



The Lincoln Nextgen Chapter will host a Lunch and Learn with Author, Networking expert and Sales Coach Cheryl Hansen. Cheryl's Presentation will focus on the Biggest Mistake that Insurance Agents Make that Keep them Cold Calling, Prospecting and Networking Without ROI!

Cost– Free

Register today at IIAN.org

Free
Lunch!

September 19th – Awarii Dunes Golf Course - Axtell NE

The Western and Central Nebraska Chapters are hosting their inaugural event at Awarii Dunes Golf Course. The day will start off with a Sales seminar at 10a.m. presented by the author of Sales Lessons from the Masters, Ken Smith. The Day will continue with lunch and a scramble style golf outing starting at 1p.m.



Ken Smith, author of *Sales Lessons from the Masters*, is an experienced insurance sales and marketing pro. Ken's 35-plus year career has been spent in executive-marketing positions at several insurance carriers. And after many years of delivering exceptional presentations aimed at the producers who sold for those carriers, Ken is now introducing his dynamic approach to the broader industry.

Inspired by the great Links Courses of Ireland Jim Engh, the designer of Awarii Dunes has often stated that his inspiration can be traced to his trips to Ireland to visit the golf links of the Emerald Isle. Jim has found the site that allows him to put his signature on links golf. That is Awarii Dunes Golf Club. The 18 hole championship course measuring approximately 7,000 yards was built on sand hills created by nature, not man. The course winds through, around and sometimes up and over these dunes. Less than 30,000 yards of dirt were moved to create the golf course. Jim believes, "It could be one of my best."

Sales Seminar– FREE!

Lunch- \$10

Golf \$40

Register today at IIAN.org

Young
AGENTS

nextgen