

The "Second Sale" Strategy

Learn how to take a conversation and turn it into something bigger. Spot natural moments to introduce HIP/Ancillary, Annuity, and Life products to your Medicare clients, helping them get more complete coverage while growing your book at the same time.



**Cross-Sell
Strategies**



**Grow
Your Book**



**Client
Retention**

EVENT DETAILS



Wednesday, August 12 2026



1:00 PM 5:00 PM



Renaissance Indianapolis North Hotel
11925 N Meridian St, Carmel, IN 46032

HIP/Ancillary

Annuity

Life

Register Today at gordonmarketing.com

Or



Call Us: (800) 388-8342

Seats are limited. Reserve your spot now.

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