ALLIANZ PNB LIFE'S BASIC SALES GUIDE





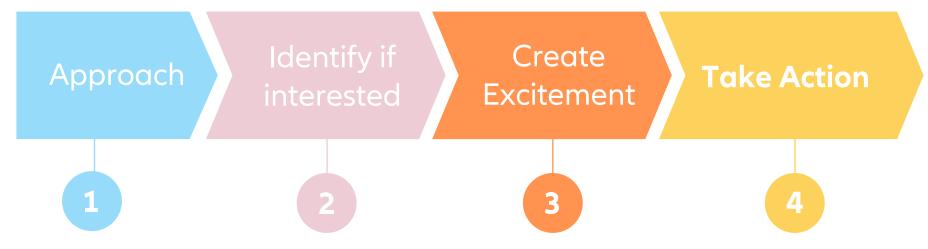
Allianz PNB Life Insurance, Inc.

PROSPECTING STEPS





Here are the basic steps when prospecting potential clients:



Start your interaction with a smile. In this way you will be able to show your confidence and sincerity to your prospect.

After mentioning available Allianz PNB Life Products (through brochures or online materials), use open-ended question to know the needs of the prospect. Tell, Explain or Describe (T.E.D.) the motivations or goals of your prospects.

In line with the openended questions, think on how you will help your prospects by finding the right products for them. If prospect is interested with Allianz Products, set a meeting place and time for an appointment where you can discuss your proposal in details.

If Prospect is not interested with the Products, offer some sample brochures and give them your contact details for future reference and possible referrals.

3 SIMPLE STEPS TO SUCCESS







Sell world-class products of Allianz PNB Life to start your own customer base!

Share Allianz PNB Life as an earning opportunity! **Show** your own journey to success with Allianz PNB Life as a testimonial!

REFERRALS: THE POWER OF 5





This simple but very effective method will help you to invite more customers to invest with Allianz PNB Life!

5 NEW people

Talk to at least 5 NEW people every day

5 Referrals

Ask for 5 Referrals from the 5 NEW people you talked to for the day

REPEAT