

ALLIANZ PNB LIFE'S BASIC SALES GUIDE

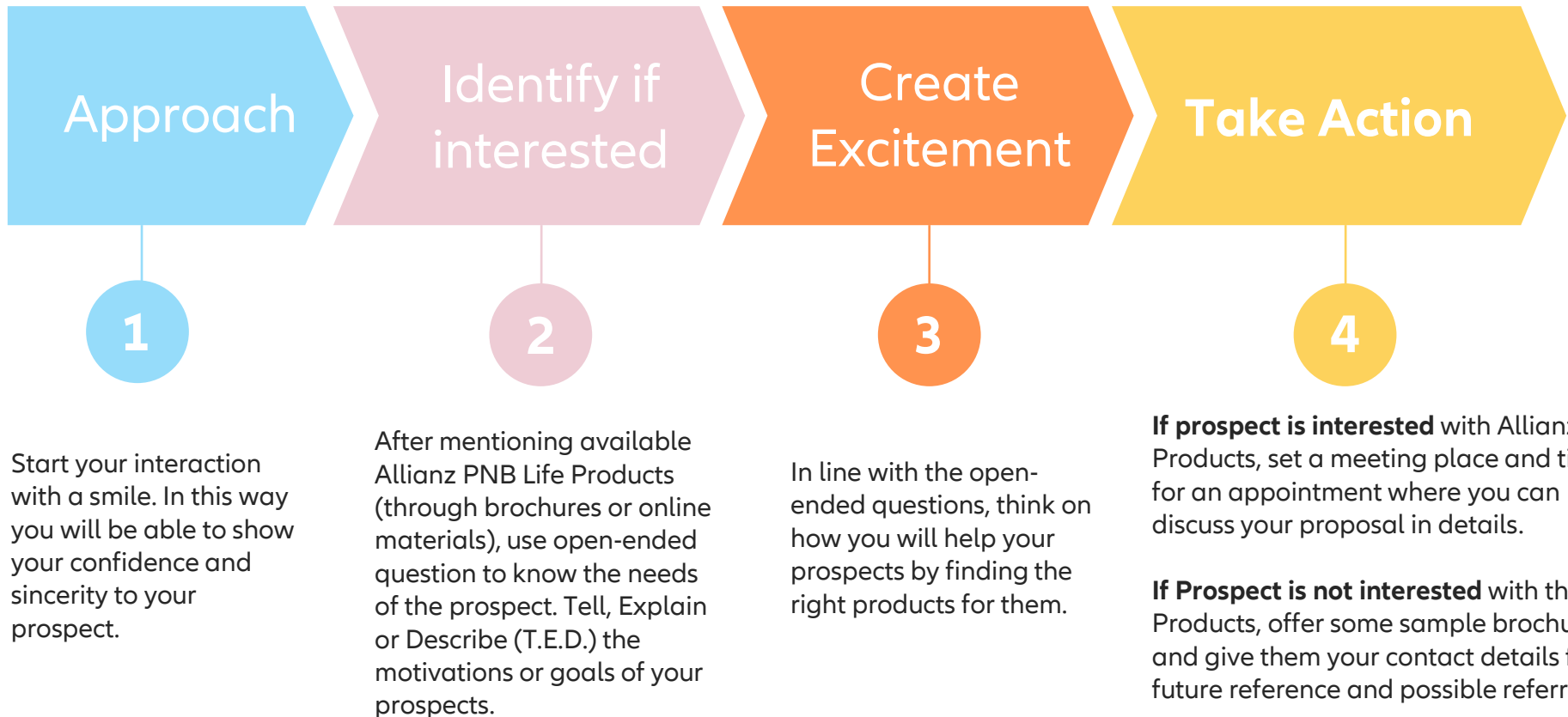


Allianz PNB Life Insurance, Inc.

PROSPECTING STEPS



Here are the basic steps when prospecting potential clients:



3 SIMPLE STEPS TO SUCCESS



Sell

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

Share

Share Allianz PNB Life as an earning opportunity!

Show

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