



## Genworth 1<sup>st</sup> and 2<sup>nd</sup> Quarter Webinars

February 14th, 2011, 2:00PM EST

### **“Genworth's State of the Union 2010”**

A comprehensive no-holds-barred presentation with Genworth LTC's Chief Actuary discussing the strength of our products & our outlook on the future. Our goal is to touch on everything necessary to help you feel at ease using Genworth as your clients LTC planning solution.

March 10th, 2011, 2:00PM EST

### **“Why We Win With Traditional LTC”**

Recent changes in the marketplace have more agents and their clients looking towards Genworth for their LTC Planning needs then ever before. Join us on this call to learn why Genworth should be your carrier of choice for Traditional LTC.

April 14th, 2011, 2:00PM EST

### **“Why We Win With Linked Benefits, TLC”**

An in-depth look into one of the leading linked benefit products in the industry, Total Living Coverage. We will also discuss how to position linked benefits as a necessary part of the planning process.

May 26th, 2011, 2:00PM EST

### **“Effective Field Underwriting” – Live with a Genworth Underwriter**

Get the tips and techniques needed to get the highest placement rates. Learn how to appeal with Genworth and how to use the application and underwriting guide effectively.

### **How to attend the Training:**

To receive your training materials and register, Please go to [www.LTCworkshop.com](http://www.LTCworkshop.com) and use confirmation code 200. You will receive an email with the power point and dial in information before the call begins.

**Genworth Thanks You for Your Support**