PREMIER PRODUCER institute

TOOLS TO ENHANCE SALES

Continuing Education

Programs for Investment Professionals

PIONEER Investments®

Pioneer Sales Desk 1-800-622-987

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Program Overview
Continuing Education

How can I benefit from the Pioneer Continuing Education program?

You need to meet your insurance continuing education (CE) credit requirements or other professional CE needs. Our Premier Producer Institute Continuing Education program can help.

Working in tandem with the Insurance Education Institute, Pioneer gives you the flexibility to pursue CE credits two ways:

- one-hour courses on timely topics relating to your business, delivered to you by a member of your Pioneer sales team.
- a variety of home-study courses equaling hours of CE credits. Pioneer will even collect your tests and handle the processing/administrative legwork.

How can I get started?

Talk to your Pioneer sales team about your continuing education topic options, including:

- **Understanding Annuity Death Benefits**
- **Overcoming Common VA Objections**
- **SIMPLE IRA**
- **Age-Based Plans**
- **DASH 401(k)**

Or, contact us for a list of home-study courses, each offering credits. For more information, call the Pioneer Sales Desk at

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Seminars That Sell

Client-Approved Seminars That Help You Make Sales

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Program Overview
Seminars That Sell

How can I benefit from the Pioneer Seminars That Sell program?

Establish yourself as an expert on timely investment topics and broaden your client base through Pioneer's educational, product-neutral presentations.

Each seminar presentation lets you:

- Entice an array of audiences through educational – not sales-pressured – subjects
- Easily relate your topic to the current market climate for added timeliness and relevance
- Highlight why investors need a sound, long-term financial strategy
- Reinforce why investors should work with a professional versus go it alone

The bottom line: use these value-added seminars to tap diverse audiences and promote your expertise. Then focus on turning these prospects into book-building clients.

How can I get started?

Choose from these Pioneer *Seminars That Sell*:

- **Investing for Your Lifetime** – *Smart strategies that investors often overlook*
- **Women and Investing** – *Intuitive angles to address this market segment, including statistics on wage and Social Security discrepancies, and longer life spans*
- **Have Fun Investing** – *How internet access and information overload have changed financial markets, and what smart investors can do about it*
- **Investing in Europe** – *Insight into opportunities overseas*
- **Putting the Capital Markets in Context** – *For your more sophisticated clients; highlights historical and current economic climates*

Be sure to ask your Pioneer sales team about support materials available for these presentations. And take advantage of our hands-on support; we can even meet you on the day of your event and present with you! For more information, call the Sales Desk at **1-800-622-9876**.

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