

ALLSTATE AGENT TRAINING CONFERENCE CALL FOR BROKERING THROUGH THE MCGRAW GROUP AND PACIFIC SPECIALTY INSURANCE COMPANY

CONFERENCE CALL SIGN ON PHONE NUMBER (877) 326-2337; ID#: 2866508#
WEB TRAINING SIGN ON : <https://mcgrawgroup.webex.com> PASSWORD: MCGRAW

OPTION 1: *For New or Newly Appointed Allstate Agents*
(APPROXIMATE TIME OF CLASS – 1 HOUR)

THIS CONFERENCE CALL & WEB EX CLASS WILL DISCUSS THE FOLLOWING INFO:

- INTRODUCTION TO THE ALLSTATE/MCGRAW BROKERING ARRANGEMENT
- INITIAL SIGN ON TO WEB-SITE AND HOW TO MANUEAVER THROUGH SITE
- AVAILABLE PRODUCTS
- MAXIMIZING THE USAGE OF THIS ARRANGEMENT
- OPEN TO QUESTIONS

OPTION 2: *For Allstate Agents Who Are (or Previously Have Been) Appointed with McGraw OR Have Previously Submitted an Application*
(APPROXIMATE TIME OF CLASS – 45 MINUTES)

NOTE: AGENTS WHO RECEIVED “OPTION 1” TRAINING ARE ENCOURAGED TO PARTICIPATE IN “OPTION 2” TRAINING AS WELL.

THIS CONFERENCE CALL & WEB EX CLASS WILL DISCUSS THE FOLLOWING INFO:

- HOW TO IDENTIFY ELIGIBLTY OF RISK (FILTERING QUESTIONS)
 - HOW TO QUOTE AND BIND ELIGIBLE RISKS
 - HOW TO PROCESS (BIND ON LINE VERSUS SUBMIT APPLICATIONS AND MONEY
 - HOW TO GET INFO ON POLICIES AFTER SALE
 - OPEN TO QUESTIONS
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DATES & TIMES

MODERATOR: JENNIFER WILCOCK
STATES: WEST VIRGINIA
TIME: 11:00AM (PST) 2:00PM (EST)
(OPTION 1) DATES: AUGUST 14 & 16
(OPTION 2) DATES: AUGUST 15 & 17

MODERATOR: JENNIFER WILCOCK
STATES: OKLAHOMA
TIME: 7:30AM (PST) 9:30 AM (CST)
(OPTION 1) DATES: AUGUST 11 & 14
(OPTION 2) DATES: AUGUST 15 & 16

MODERATOR: JENNIFER WILCOCK
STATES: ARKANSAS, MISSISSIPPI
TIME: 9:00AM (PST) 11:00AM (CST)
(OPTION 1) DATES: AUGUST 11 & 16
(OPTION 2) DATES: AUGUST 15 & 17