




# FEBRUARY 2012

YOUR GOALS. OUR SOLUTIONS.

Mon	Tue	Wed	Thu	Fri	Sat	Sun
		1 <b>JHFN Business Owners Meeting</b>	2 <b>*** Alert: JHFN *** ERISA Training Dead- line via JHVU</b>	3 <b>9-10 AM (NASH) Success Stories</b> <b>8-9 AM ET (ATL) Sales Strategy Ex- change</b>		5
6	7 <b>11:00 AM CT eMoney Webex Retirement/Annuities</b> <b>1-2 PM CT GNW LTC Webex</b>	8	9 <b>7:30-9 AM Nashville FSP Mtg</b>	10 <b>9-10 AM (NASH) Success Stories</b> <b>8-9 AM ET (ATL) Sales Strategy Ex- change</b>	11	12
13 <b>11:30 AM CT (MEM) MetLife</b> <b>12:00 PM CT (NASH) JH Life Products</b>	14 <b>12:00 PM CT (MEM) JH Life Products</b>	15 <b>11 AM- 12 PM CT PRU LTC Teleconference</b> <b>11:30 AM CT (NASH) MetLife</b>	16 <b>8:30-910AM CT IFG Mgmt Mtg</b> <b>2:00 PM CT (CHAT) JH Life Products</b>	17 <b>8:30 AM ET (ATL) JH Life Products</b> <b>9-10 AM CT Success Stories</b>	18 <b>11:30-1 PM NASH—NAIFA</b> <b>12:00 PM ET (CHAT) MetLife</b>	19
20 	21 <b>12:00 PM CT (NASH) MetLife VA</b>	22	23	24 <b>9-10 AM (NASH) Success Stories</b> <b>8-9 AM ET (ATL) Sales Strategy Ex- change</b>	25	26
27	28	29				

# FEBRUARY 2012 EVENTS

February 2nd JHFN DEADLINE  
New ERISA 408(b)(2) Mandatory Training—via JHVU Online

February 3rd, 9-10 AM CT (NASH)  
Success Stories

February 3rd, 8-9 AM ET (ATL)  
Atlanta Sales Strategies Exchange

\*\*\*\*\* February 7th, 11:00 AM - 12M CT (NASH) \*\*\*\*\*  
Ed Price, eMoney Advisor—Webex (2nd Attempt)  
“Retirement Module & Annuities—Advanced Training”  
Open for eMoney Subscribers Only

February 7th, 1-2 PM CT  
Genworth LTC Webinar  
“Handling Objections for the LTC Conversation”  
\*\*Pre-Registration Required\*\*

February 9th, 7:30— 9:00 PM CT (NASH)  
FSP Meeting at Richland Country Club

February 10th, 9-10 AM CT (NASH)  
Success Stories

February 10th 8-9 AM ET (ATL)  
Atlanta Sales Strategies Exchange

February 13th, 11:30-1 PM CT (MEM)  
Chris Bunting, MetLife & Brian Horvath, Alliance Bernstein  
“The Effective Client Review”  
Flemings Restaurant—Registration Required

February 13th, 12-1 PM CT (NASH)  
JH Life—Dustin Simmerman, NVP  
“Highlighting the Target Markets for JH Life”  
Open for All Associates – Lunch Provided

February 14th, 12-1 PM CT (MEM)  
JH Life—Dustin Simmerman, NVP  
“Highlighting the Target Markets for JH Life”  
Open for All Associates – Lunch Provided

February 15th, 11 AM-12 PM CT  
Prudential LTC Teleconference  
“Pro LTC Evolution Sales Strategies”  
Dial-In: 1-800-398-9386: Call Reference Name: Prudential Long-Term Care

February 15th, 11:30-1 PM CT (NASH)  
Chris Bunting, MetLife & Brian Horvath, Alliance Bernstein  
“The Effective Client Review”  
Flemings Restaurant—Registration Required

February 16th, 8:30—10 AM CT (ATL-MEM-NASH)  
IFG Management Team Meeting—Genesys Conf Center  
By Invitation Only

February 16th, 2:-3:00 PM ET (CHAT)  
JH Life—Dustin Simmerman, NVP  
“Highlighting the Target Markets for JH Life”

February 17th, 9-10 AM CT (NASH)  
Success Stories

February 17th, 8:30—9:30 AM ET (ATL)  
JH Life—Dustin Simmerman, NVP  
“Highlighting the Target Markets for JH Life”  
Open for All Associates

February 17th, 11:30-1 PM CT (NASH)  
NAIFA Mtg — Maggiano's (West End)

February 17th, 12:-1:30 PM CT (CHAT)  
Chris Bunting, MetLife & Brian Horvath, Alliance Bernstein  
“The Effective Client Review”  
Bluewater Grille—Registration Required

February 20th, IFG Closed - Observance of President's Day

February 21st, 12:-1 PM CT (NASH)  
Chris Bunting, MetLife - “MetLife Income Selector”  
Open for All Associates—Lunch Provided

February 24th, 9-10 AM CT (NASH)  
Success Stories

February 24th 8-9 AM ET (ATL)  
Atlanta Sales Strategies Exchange