

# 403(b)/457(b) Certified Training Calendar 2020



Stand out in a sea of sameness. By attending National Life Groups' 403(b)/457(b) Certified Training Program, your badge will give you a competitive advantage in getting access to public schools, municipalities and 501(c)(3) organizations. The Certified Badge is earned after attending a 403(b)/457(b) Certified Training class and submitting five (5) 403(b)/457(b) flow annuity policies.

## Why Get Certified?

- Learn how to use annuities to grow your business and serve the 403(b)/457(b) marketplace.
- Identify prospecting and client access techniques.
- Gain practical knowledge on how to use marketing materials and resources to set appointments and close sales.
- Comprehensive review of how to properly navigate working in National Life Group plans.

## Who Should Attend?

- Agents licensed and appointed with National Life Group.
- Agents with less than two years experience in 403(b)/457(b) sales.
- Agents in good standing with National Life Group.
- Agents interested in learning more about getting into the 403(b)/457(b) marketplace.

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National Life Group® is a trade name of National Life Insurance Company, Montpelier, VT, Life Insurance Company of the Southwest (LSW), Addison, TX and their affiliates. Each company of National Life Group is solely responsible for its own financial condition and contractual obligations. LSW is not an authorized insurer in New York and does not conduct insurance business in New York.

**For Agent Use Only - Not for Use With the Public.**

## Training Dates and Locations

Space at all certified training class locations will be extremely limited. Please plan in advance and determine your preferred date and location. If a training class is not available via the registration portal - the class is full. Please email [Emma Rohan at erohan@nationallife.com](mailto:erohan@nationallife.com) to be added to the waiting list.

Note: Training classes will open for registration approximately **60 days** before the designated training date.

Click [here](#) to register.

1/30/2020	Dallas, TX
2/6/2020	Charlotte, NC
2/20/2020	Las Vegas, NV
3/3/2020	North Dakota (Webinar)
3/5/2020	Cherry Hill, NJ
3/24/2020	Zoom Meeting
3/31/2020	Zoom Meeting
4/2/2020	Zoom Meeting
4/7/2020	Zoom Meeting
4/9/2020	Zoom Meeting
4/15/2020	Zoom Meeting
4/16/2020	Zoom Meeting
4/23/2020	Zoom Meeting
4/28/2020	Zoom Meeting
5/7/2020	Zoom Meeting
5/14/2020	Zoom Meeting
5/19/2020	Zoom Meeting
5/28/2020	Zoom Meeting
6/9/2020	Zoom Meeting
6/16/2020	Zoom Meeting
6/23/2020	Zoom Meeting
6/30/2020	Zoom Meeting
7/14/2020	Zoom Meeting
7/23/2020	Zoom Meeting
7/30/2020	Zoom Meeting
8/6/2020	Zoom Meeting
8/13/2020	Zoom Meeting
8/20/2020	Zoom Meeting
8/27/2020	Zoom Meeting
9/15/2020	Zoom Meeting
9/30/2020	Zoom Meeting
10/6/2020	Zoom Meeting
10/8/2020	Zoom Meeting

JANUARY 2020	FEBRUARY 2020	MARCH 2020
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JULY 2020	AUGUST 2020	SEPTEMBER 2020
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OCTOBER 2020	NOVEMBER 2020	DECEMBER 2020
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