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For LIC Advisors & Dev. Officers

**MDRT
2024**



Basic to MDRT

(Course in Hindi)

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By Mr. Sanjay Gurnani (CEO-imfT)
(B.com, MBA, FIII, CFP, APMP - IIM Calcutta)

Limited Seats

24th to 28th July 2023

7:00 to 9:00 PM

- Topics -

1. Why & How MDRT.
2. How to Open Call with Unknown Person
3. How to Find New Prospects Every Day.
4. Six Secrets of MDRT, COT, TOT.
5. Five New Plan Combinations.
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 - C. Objection Handling.
 - D. Powerful Closing.

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