



**NAIFA-Arizona is pleased to offer to its members this:
One Hour Continuing Education Webinar**

"Seeing the Trees in the Forest: Opportunities to Assist Your Clients with Disability Income Protection"

Like the trees in the forest, disability income opportunities abound - however, how do you recognize them?

In this webinar, you will learn:

- Internal workings of individual disability income protection - including student loan protection
- Group disability - how to assist business owner clients
- Business uses of disability coverage (overhead, loan, key person, retirement security, disability buy/sell)

Date: November 17, 2020

Time: 9:00 a.m. (Arizona time)

Please register prior to 11/13/2020

Register in advance for this webinar by clicking on this link:

https://us02web.zoom.us/webinar/register/WN_hJCReqHNS8aK98vg_P_zbsQ

After registering, you will receive a confirmation email containing information about joining the webinar. Please register by November 13, 2020.

Bart Spencer, Presenter

When many people in the industry think of disability income protection, one of the first names that comes up is Bart Spencer, "The DI Nut". He is the Director of Disability and Long Term Care Insurance at Allegis Advisor Group, South Jordan Utah. He got his start in disability protection in 1992 and in 2007 dedicated his full time focus to disability insurance.



