

Hello Lion's Share Agents, all affiliated Agents and Associates,  
Ferocious Warriors, Preferred Business Partners & Friends:

- ❖ **Attention all Lion's Share Agents – Special Announcements from Allianz:** Last week Allianz dropped numerous important announcements – check you emails but these seem to be the major ones – but sure look like Allianz is getting back in the game.....
  1. **Minimum Premiums “slashed” on single tier annuities: minimum premiums were dropped from \$25,000 to \$10,000 on all of the following – MasterDex Annuity, MasterDex 5, InfiniDex Annuity, InfiniDex 5, PremierDex Annuity, PremiereDex 5.**
  2. **Cast, Fast, or Blast or First Class sales promotion – go to the Allianz Web site for all the contest rules – but this writer is going fishing in Canada**
  3. **Allianz has started a new “premium + promotion” on the Allianz MasterDEX 5 Annuity – a 20% bonus increase or instead of a 5% bonus it is now 6% - check with the fast team for details.**
  4. **Allianz is sponsoring a one day long term care 2007 Sales Success workshop on April 19th – 4 hours of free CE – call the FASTeam to register**

### ❖ **What is Happening This Coming April 2, 2007 Week at Lion's Share?**

Activity highlights for the coming week are as follows:

1. **Monday April 2, 2007:** Lion's Share offices open.
  - Submit and process new business....
  - For those of the Jewish faith – celebrate the beginning of Passover
2. **Tuesday April 3, 2007:** Lion's Share offices open.
  - Submit and process new business.
  - To those of the Jewish faith – Happy Passover
3. **Wednesday April 4, 2007:** Lion's Share offices open.
  - Submit and process new business, plus
4. **Thursday April 5, 2007:** Lion's Share offices open:
  - Submit and process new business
  - **4:00pm-5:30pm: Conference Room 275B: Joel Beck - Regional Vice President with Jackson National** will teach on the Jackson Variable annuity and to ensure you attend, Joel will offer the first 25 attendees a free on-line continuing education voucher.
  - **7:00pm-8:30pm: There is no training** planned for this evening: this will enable many Lion's to take advantage of a long weekend.
5. **Friday: April 6, 2007:** Lion's Share offices closed.  
For those of the Christian faith – Celebrate Good Friday.
6. **Saturday: April 7, 2007:** Lion's Share offices closed.
7. **Sunday: April 8, 2007:** **Happy Easter**

## **A. Quick Read: Key News & Future Plan Date Highlights – Plan Ahead**

- **Key Programs to write into your Day Planner** come and participate, learn, grow – improving yourself often leads to strengthening your business. Read Carefully as some dates and trainings have changed....
  - ❖ **Thursday April 5, 2007**: 4:00-5:30pm; Conference room 275B – Forrest Mitchell with Lincoln Financial and their Variable Annuity.
  - ❖ **Thursday April 5, 2007**: There is no training planned for this evening. – Enjoy the long Easter Weekend.
  - ❖ **Thursday April 12, 2007**: 4:00pm-5:30pm: – Adam Shefsky and the AXA Equitable Variable Annuity
  - ❖ **Thursday April 12, 2007**: 7:00pm-8:30pm: - Special evening – brief Blackwell remembrance – followed by Compliance Make-up session
  - ❖ **Looking ahead to April 16-18: Allianz is scheduling** an Elite Producers conference – subjects will include 419e, premium finance, accounts receivable, UW, Insmark, and more...stay tuned for details including location.
  - ❖ **Looking Ahead** to April 19th - an all day small business training workshop is being planned training from 10:00am to 3:30pm – learning to work in the Small Business market. This workshop will be led by Al Hogan, President of Hogan & Associates – a firm, based in Myrtle Beach S.C. that specializes in developing small business strategies – this will be an “eye-opener” so place this day/time on your day planner
  - ❖ **Late April** – put it in your planner – **Lion’s Share Spring Golf Tournament** is being planned – April 25<sup>th</sup> – Towne Lake Hills Golf Course, Woodstock, GA. It is about a 25 minute drive from the 285 & I75 juncture and at 9:30AM it will be against the rush hour traffic. They have agreed to a modified shotgun start with as few as 25 golfers. Price will be about \$55.00 which includes a box lunch.... - now this is something to look forward to!!
  - ❖ **Thursday April 26, 2007**: Book this one into your day planner NOW – Kerry Kassulker – new regional VP for Allianz Annuities will be training at both the 4PM and the 7PM workshops – Don’t miss this one!!!
  - ❖ **Early May**: May 9<sup>th</sup> there will be a Munch & Learn with Ron Weltman, President of the MD Group. This group in combination with The Hartford are key components to the Lion’s Share Physician’s program – make a note in your day planner – there will be more information coming and this will likely be a by invitation workshop given the special niche this program is focused upon....stay tuned.

## **B. Quotable Quotes for the first week in April:**

“The thing that I hate about an argument is that it always interrupts a discussion”  
– G.K. Chesterton

“If you can accept losing, you can’t win” – Vince Lombardi

“Mistakes are the portals of discovery” – James Joyce

“Change your thoughts and you will change your world” – Norman Vincent Peale

“Hope sees the invisible, feels the intangible, and achieves the impossible” - Unknown

“Destiny is no matter of chance. It is a matter of choice. It is not a thing to be waited for, it is a thing to be achieved.” - Williams Jennings Bryan

### **C. Anna Knewity's Column:**

For some time, for better or worse, Lion's Share has had an unwritten understanding with **Anna Knewity** - internationally renowned social climber, gadabout, political satirist, newspaper journalist extraordinaire (with standards equal to or higher than those required by the New York Times), to provide a weekly column regarding things that are important in the life and times of the firm. Importantly, Lion's Share takes no responsibility for anything in this most newsworthy of endeavors.

- **Happy April Birthday Greetings** will be published next week. But since Paul carrier was omitted in several of March's announcements the NewsLetter will wish Paul Happy birthday one more time... **HAPPY BIRTHDAY PAUL – March 12, 19xx – may you enjoy many more!**
- Last week's training was strong: many thanks to **Joel “improve your memory” Beck** from Jackson National. Seems that the being in first place in the independent channel is getting to him..... the “cost, controls and models” message was useful - Well done Joel.
- The evening training was also strong – **Bill Knowles** of Knowles Capital Partners continued to build the “small business” story – many agents were intrigued and Bill left all wondering who “Al” from Myrtle Beach is – some felt there was a mirage in the making but Bill assured all that Al Hogan would lead another strong workshop focused towards the small business market on April 19<sup>th</sup> – well Done Bill!
- The “travel department” reports **Carol Palmer** is back from the ProEquities OSJ conference, **Clay Eschrich** is somewhere in Mexico, **Jerry Cicero** is planning his trip to Greece, **Andrew and Jonna Werts** are scheduled out of Los Angeles for Rome leaving on 4/7 for a week, and we think **Jessica Moroto-Sanchez** is also out of the country but don't know where, and Tim “Louisiana” Thomas was seen in Bayou country somewhere – we think he is lost.
- Final Four – Go UCLA!

### **E. Affiliated Agency News and Information Section: Awaiting new news!**

### **F. Coming Events:**

Mark these coming events in your day planner. Note, not all training classes are identified in the following; information and sometimes schedules change - check your weekly newsletter for the latest news.

**April Week One** (4/2-4/7/07)  
Thursday April 5, 2007

i. 4:00pm – 5:30pm – Forrest Mitchell – Lincoln Financial Variable Annuity

ii. 7:00pm - 8:30pm – No training planned – Good Friday Eve

**April Week Two:** (4/9-4/14/07)

Thursday April 12, 2007

i. 4:00pm – 5:30pm – Adam Shefsky and AXA Equitable Variable Annuity

ii. 7:00pm - 8:30pm – Mike Remembered and Compliance Make-up.

**April Week Three:** (4/16-4/21/07)

Thursday April 19, 2007

i. 10:00am -3:30pm – Special all day Small Business Workshop with Al Hogan of

Hogan and Associates

ii. 7:00pm - 8:30pm – No training planned

Additional training schedule information will be published in future week's Newsletters. Take time to put the training schedule in your day-planner. There is plenty to get involved with as this first quarter rolls along!

**Send news and comments to the newsletter at the email address below.**

**The Editors**

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