the risk store™

the life risk
knowledge & ideas store for
financial planning professionals

www.theriskstore.com.au

Quality outcomes from practical input into your **life risk advising**

Never before have you had anything quite like the risk your business.

Whether you are a financial planning adviser, a paraplanner, a licensee or working for an insurer, the risk store has services and products - all centrally located or sourced - tailor made to improve your life risk insurance knowledge, productivity and profitability.

As a member of the risk store, you will have 24/7 online access to a giant library of life risk advice and learning tools, which have been developed and field tested over decades, as well as innovative services. Additionally, membership automatically gives you a discount when attending our risk school courses and our conferences and other events.

What does this mean for you? These quality, practical tools and services are designed to help you provide better life risk advice to more clients.

- **Better advice, more product...**
- **Covering more of the population...**
- **More effectively**

Instant Access Available!
Is as easy as 1,2,3,4... $300 discounted* annual subscription! *Contact us for group deals*

1. Go to **www.theriskstore.com.au**
2. Click on **Become a Member**
3. Click on **Subscribe!**
4. Enter your details and credit card payment....and you're in!

*Members of the AFA only. Standard price $350. Add one-off joining fee $90.

The Risk School offers you great results from practical, face-to-face workshops, whether you're a member or non-member.

Your practical training needs have not been well met in the past - now they will be.

Our courses are tailor designed to deliver robust practical knowledge for advisers and support staff. Presented by experienced trainers in an interactive workshop environment, our engaging courses will provide you with great knowledge you can take away, apply immediately in your business and get results from.

Upcoming workshop courses will include:

- **C1 Improving your face-to-face advice process**
- **C2 How to successfully engage your clients in the business succession process**
- **C3 Features/benefits/definitions of risk products - how do they all work?**
- **C4 Sales success strategies**

All workshops will generate CPD points.

Current members of the risk store automatically receive a discount on course fees.

For information on upcoming courses, visit **www.theriskstore.com.au/school.aspx**

endorsed by

ASSOCIATION OF FINANCIAL ADVISERS LTD

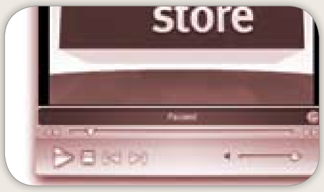
UNIQUE SERVICES

the risk school

Quality face-to-face learning in an interactive workshop environment

Conferences

'Mastering the Pipeline' conference – March 2009 is our next event



Webinars

Be time efficient – watch and learn via your computer

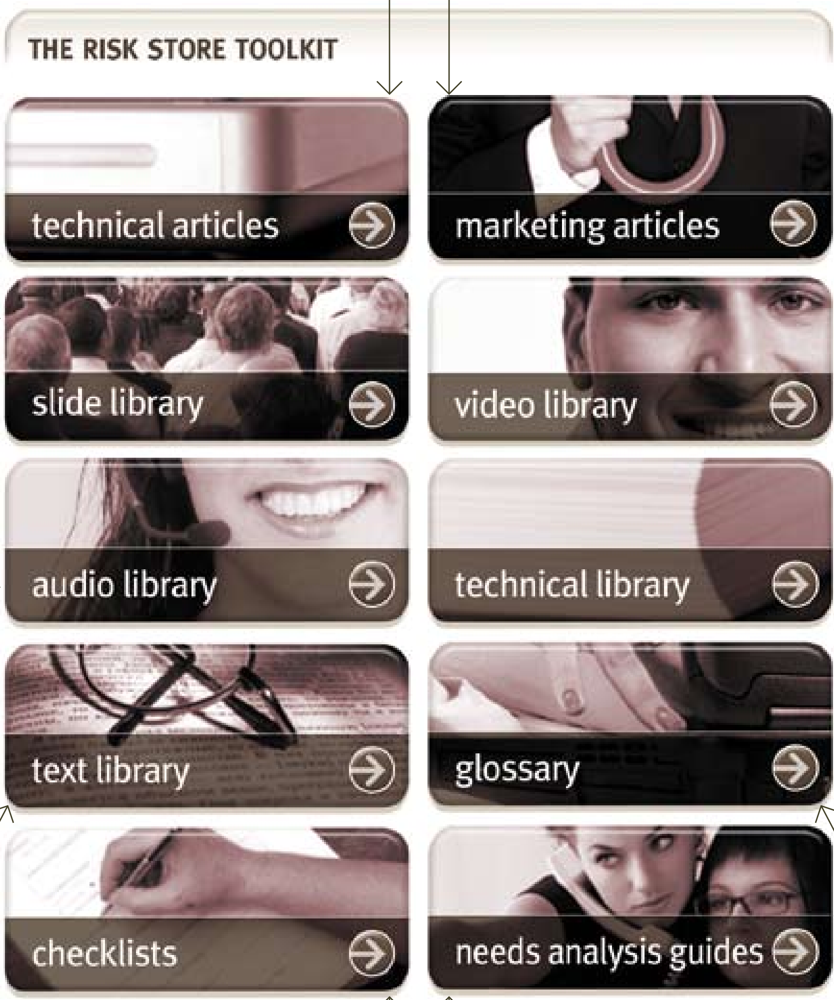
Podcasts

Be time efficient – listen and learn on your MP3 player or computer

Tools to enhance life risk advising

Previously published articles, each accompanied by **In Practice** – summarising the skills and knowledge learning points as well as providing real value in steps to apply this learning.

Published articles designed to open up ideas and reinforce concepts of life risk. Each is accompanied by **In Practice** – a guide to improving your business with the ideas contained in each article.



Presentations given over the last several years – some simply educational; others translatable to client presentations and education seminars.

These videos (all professionally produced) contain helpful and easy to follow explanations of key concepts. Use these with colleagues and clients – if it helps...

Download these MP3 presentations and learn more while everyone else is listening to music!! Most of these have corresponding slide presentations – the best of both worlds for learning!

Always wanted plain English translations of the complex concepts of life risk insurances? Here they are, together with a wealth of useful technical references.

Automate your written communication and you'll become more productive. Here are paragraphs to copy and paste, standard templates for letters and emails and other useful tips for wordings.

You don't just need to know what a PMAR is: you need to know what to do when one has been requested, don't you? This is a glossary with a difference...

Keep on track when working through the advice process, or when helping a client manage a claim. Here's a store of checklists so you don't miss a step!

Regardless of what software you use, the old adage: rubbish in, rubbish out still applies. Hone your underlying needs analysis skills and get better outcomes for your clients.

Blog

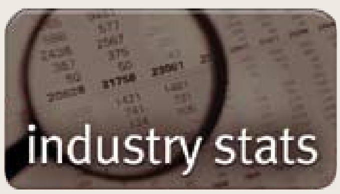
Your community commentary on the industry's hot topics

Helpline & Q&A Archive

Technical hotline for life risk queries

Free regular technical email

Risk knowledge delivered right to your inbox



Industry Stats

Another risk store insurance industry initiative

www.theriskstore.com.au

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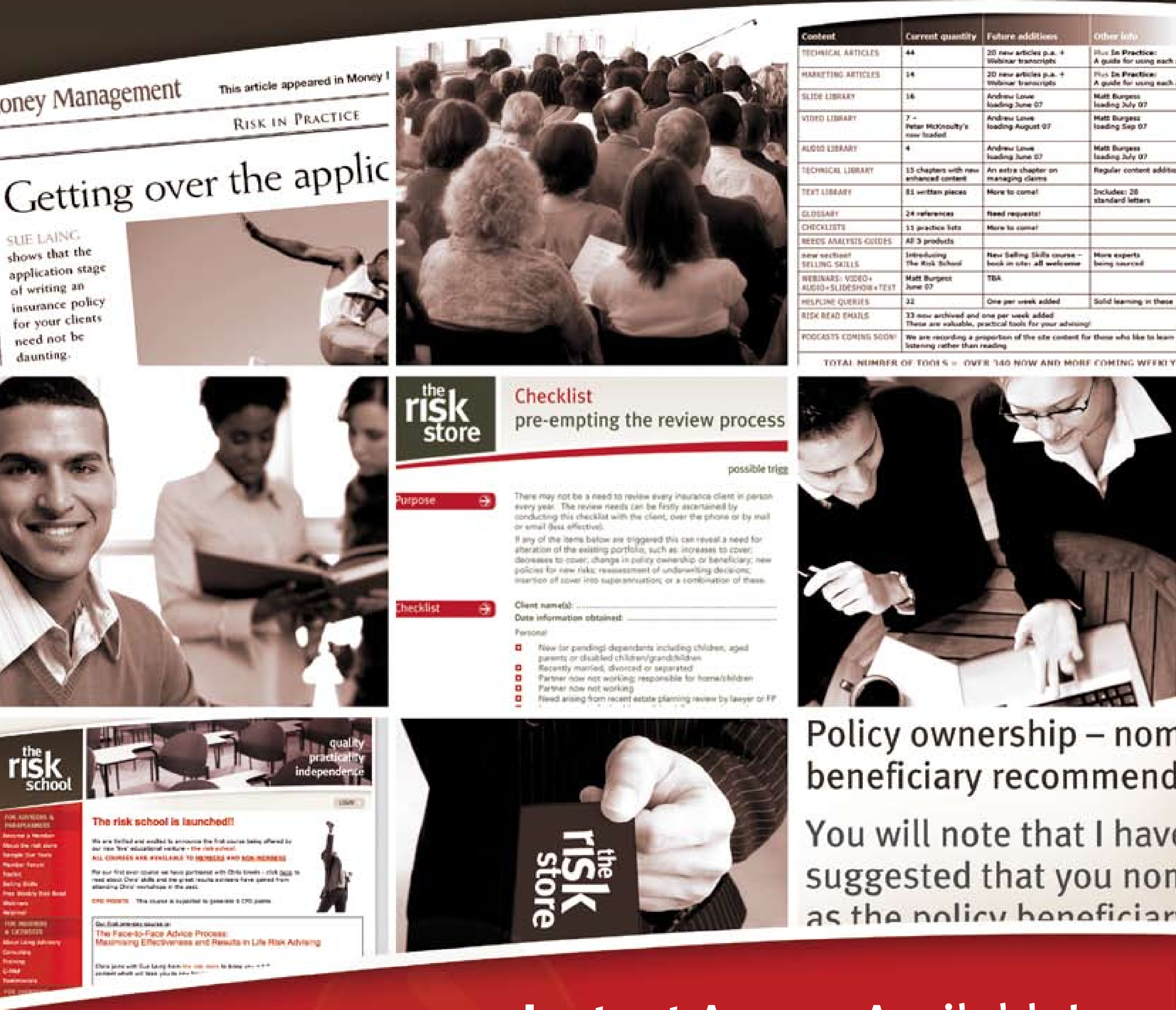

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P (02) 9437 5681
(02) 9437 5821
E info@theriskstore.com.au
W www.theriskstore.com.au
V skype: peterwincott