

# Midland National Sales Support



When you think of Midland National, hopefully numerous things come to mind – fast, consistent underwriting, competitive compensation, effective product solutions and company stability. You may also think of our accessible and friendly **Real People** – specifically our dedicated and efficient Sales Support Team.

As a life insurance agent, you are in business for yourself, but you are certainly not alone. When you think of Midland National, we hope you think of our people and the quality of service as our biggest differentiators.

As trained Life Marketing Specialists, we understand that receiving timely and accurate information is critical to the growth of your business. We pride ourselves on providing you quality service within the appropriate amount of time. If we don't know the answer right away, we utilize our resources and find someone who does.

Keep in mind that we can do more than just quote your business. We are trained in a wide variety of areas including:

**Product Knowledge** – Sales Support is well educated on Midland National's various product lines. From our term to permanent life insurance products, we know it all.

**Marketing Materials** – In combination with our product knowledge, we can suggest the appropriate marketing and sales materials that help you find the right product for your clients and help grow your business. Whether you need a flyer or brochure as a take-away for your client, or you are interested in a particular sales idea, Sales Support is qualified to help you with your various business needs. Some companies may be focused on getting more of an agent's overall business. At Midland National, we want to help your business grow, not just ours.

**Competition** – Not only do we know Midland National's product lines, but we are also up-to-date on what our competitors have to offer. Let us help you make an informed decision when planning your client's financial future.

**Other Tools** – Sales Support can help you navigate the MidlandNational.com website and utilize the tools that are currently available, including:

- ▶ LifeSolutions
- ▶ Product Information
- ▶ Sales Ideas
- ▶ eBusiness Solutions
- ▶ Supply Online and SmartForms... And More!

We want to know what is important to you. What are your goals and challenges? Together, we can come up with solutions to make it a great year.

Feel free to call and let us know how we can best serve you and your business.

You can reach us at **800-843-3316** ext. **32150** or via e-mail at **[salesupport@life.Midlandnational.com](mailto:salesupport@life.Midlandnational.com)**



**Darcie**



**Janelle**



**Nicole**



**Jared**



**Jannell**



**Amanda**



**Jordan**



**Tonya**