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## Education Helps You Keep Your "CLIENT FIRST"

*Jim Ehrich, RHU Emeritus, President  
Client First Brokerage Services, Inc.*

School Days! School Days! For some people, "School Days" are a distant memory. But for Financial Professionals, education seems to go on forever. And that's a good thing.

### Did You Know?

- Client First has conducted **more than 1,000** CE seminars since 1992.
- Over **90%** of our registrations are received **online**.
- Our **ClientFirst Health Plans** product training occurs the first **Thursday** of each month!

For More Information, visit  
<http://www.clientfirst.com/ce>

### New products! New concepts! New laws! New regulations! New directives!

#### *New! New! New!*

Keeping up is hard to do. And then there are all the things we learned over the years and may have forgotten. A wise man once said: "It's not the things we don't know that hurt us, it's the things we do know that just ain't so."

Education is vital in this era of change. At Client First, educating and re-educating agents and brokers has been one of our prime efforts since 1992. That's right, 15 years of Continuing Education, Product Workshops and Sales Training for producers in the Mid-Atlantic region.

**Continuing Education:** Client First has conducted more than 1,000 CE seminars since 1992. We conduct CE seminars every month, offering Life & Health, Long Term Care, P&C and CFP® credits.

Client First also conducts complimentary CE classes for the local Maryland chapters of NAIFA, the Maryland State NAIFA organization and the Baltimore Association of Health Underwriters.

**Workshops:** With the new launch of ClientFirst Health Plans, we have resumed our product training on the first Thursday of each month. In the past, we have offered training on Individual Health Insurance, Health Savings Accounts (HSA), Health Reimbursement Arrangements (HRA), Long Term Care, Indexed Annuities, Indexed Life, Universal Life, Return of Premium Term and other topics.

Our CE and Workshop schedule is always available online. Visit <http://www.clientfirst.com/ce> for schedules and more information on your continuing education. You may **register on-line** for most of the classes. Payments for these online registrations may also be done online, which offers ease and convenience.

**Are You Ready For Some Training?**  
**Call us for more information at 1-800-966-1495.**

*We are here for you. Education is the key. Let us help you keep your "CLIENT FIRST."*

