6 HOURS TO 6 FIGURES

6 FIGURE SENIOR MARKET ADVISOR

Brandon published his book, 6 Hours to 6 Figures in 2012 to teach and develop agents on how to become a 6-figure Senior Market Advisor. The big idea is to train and develop agents on how to effectively cross-sell in the senior market. Senior Market Advisors has created a video training series based upon those same principles, brought to you by Brandon Clay, himself and the notorious Tim Nardoni!

Our video series, Senior Market Advisors: 6 Hours to 6 Figures, focuses on how cross-selling multiple products can accelerate your path to a 6-figure income and renewal! Join Brandon and Tim as they train you on products like Medicare Advantage, Medicare Supplements, Final Expense, Life Insurance, and Ancillary products. You'll also get sales tips and tricks on understanding the sales process, closing the sale, needs analysis, and more!

SENIOR MARKET ADVISORS

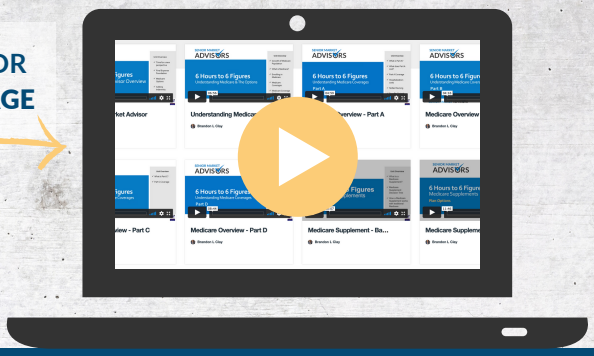
BRANDON CLAY

CEO OF SMA

TIM NARDONI

VP OF SALES

CLICK THE PLAY BUTTON FOR
THE **VIDEO SERIES HOMEPAGE**



CHECK OUT OUR VIDEO SERIES BY CLICKING ON A TITLE BELOW!

- Senior Market Advisor Overview
- Understanding Medicare & The Options
- Medicare Overview Part A
- Medicare Overview Part B
- Medicare Overview Part C
- Medicare Overview Part D
- Medicare Supplements: The Basics
- Medicare Supplements: Plan Options
- Medicare Advantage: Election Periods
- Final Expense Life Insurance
- Ancillary Health Products
- The Sales Process: Introduction
- The Sales Process: Needs Analysis
- Recomendation & Closing The Sale

HELLO FROM...

BRANDON CLAY

Brandon Clay is Senior Market Advisor's CEO and a well-known face in the industry. He has been in the Medicare industry for over **25 years** and has trained over **35,000** agents. In his various roles he has helped orchestrate over **500,000** enrollments and published **7** books.

TIM NARDONI

Tim Nardoni heads up our national sales team and SMA and has been recognized as an **industry leading producer** in **Medicare Supplements**, **Medicare Advantage** and **Final Expense** by several insurance companies and marketing organizations. His vast product knowledge and training approach make him one of the best in the space.