

MARCH 2014 TRAINING SCHEDULE - NEVADA

Title/Topic	Description	Day	Date	Meeting Time PST	RSVP To:	Location
EDC / ICA Recruitment Meeting	Recruitment seminar for potential new agents to join UnitedHealthcare	Tuesday	3/4/2014	10:00am-12:00pm	sara.burnett@uhc.com	UnitedHealthcare Office 2716 N. Tenaya Way, Las Vegas CHAIRMAN'S AUDITORIUM
EDC / ICA Recruitment Meeting	Recruitment seminar for potential new agents to join UnitedHealthcare	Wednesday	3/5/2014	4:00pm-6:00pm	sara.burnett@uhc.com	Coco's 3210 S Eastern Henderson, NV 89123
AARP Medicare Supplement Training	Take a comprehensive look at AARP Medicare Supplement products	Thursday	3/6/2014	9:30am-12:00pm 2:00pm-4:30pm	jayanne.boehm@uhc.com	UnitedHealthcare Office 2716 N. Tenaya Way, Las Vegas CHAIRMAN'S AUDITORIUM
Agent Tool Kit Training	How to use the agent tool kit to order supplies, print flyers, check on business, etc.	Tuesday	3/11/2014	3:00pm-5:00pm	jayanne.boehm@uhc.com	UnitedHealthcare Office 2716 N. Tenaya Way, Las Vegas Conference Room 2716-146
UHC Value Proposition	Sharing with agents the value benefits your clients receive as members of UHC plans.	Thursday	3/13/2014	3:00pm-4:30pm	jayanne.boehm@uhc.com	WEB EX: https://uhc.webex.com/uhc/j.php?MTID=mddbf77f64d02399e073fcc3f99bbf571
Sales Workshop 1 Needs Assessment	Refresher course on what questions to ask and increase important conversation in an organized manner.	Tuesday	3/18/2014	3:00pm-5:00pm	jayanne.boehm@uhc.com	UnitedHealthcare Office 2716 N. Tenaya Way, Las Vegas Conference Room 2716-146
LIS Training	Don't miss an opportunity to increase sales. Key training ex. identifying potential prospects and add value as an agent	Thursday	3/20/2014	3:00pm-4:30pm	jayanne.boehm@uhc.com	WEB EX: https://uhc.webex.com/uhc/j.php?MTID=md26c657ba799f1d0a7e9c9aaaf8827f0
The "Art" of Self-Gen	Sharing best practices and benefits of self-generating leads with agents.	Tuesday	3/25/2014	1:00pm-2:30pm	jayanne.boehm@uhc.com	WEB EX: https://uhc.webex.com/uhc/j.php?MTID=md26c657ba799f1d0a7e9c9aaaf8827f0
Agent Tool Kit Training	How to use the agent tool kit to order supplies, print flyers, check on business, etc.	Thursday	3/27/2014	3:00pm-5:00pm	jayanne.boehm@uhc.com	UnitedHealthcare Office 2716 N. Tenaya Way, Las Vegas Conference Room 2716-146