



Sales & Business Planning for Loan Officers

Wednesday, Dec 4
IC Area Assoc. of Realtors - Coralville
Thursday, Dec. 5
Iowa Bankers Association, Johnston



Join us for a Business Planning Retreat. This time is designed to energize you with new ideas for 2019 and help you to build a solid business plan that will put those ideas into action. We will have group work sessions, idea brainstorming and plenty of ways that you can transform your production for the next 12 months. At the end of the day you will walk away with a complete business plan to implement in 2019. Plan to dress casual and stay energized because we are going dive deep and work hard on building our business at this class.

Workshop Agenda:

- 9:30 a.m. Registration
- 10:00 a.m. Learn what top producers are doing and how you can organize your plan
- 11:30 a.m. Lunch (provided)
- 12:45 p.m. Begin breaking down the plan with breakout groups, interactive work sessions and samples of business development activities
- 2:00 p.m. Build your personal plan
- 3:00 p.m. Adjourn

Presented by:

Laura Kay Sheely, Arch Mortgage Insurance

We will be led by Laura Kay Sheely from Arch MI. Laura Kay has been teaching sales producers for over 15 years. She will help to coach you into your next level of production.

Location

Wednesday, Dec. 4

Iowa City Area Association of Realtors
847 Quarry Rd., Coralville, IA

Thursday, Dec. 5

Iowa Bankers Association
8800 NW 62nd Ave., Johnston, IA

Questions:

For questions about the seminar, call the Iowa Mortgage Association at 800-987-7365 or email Darcy Burnett at dburnett@iowabankers.com.



Iowa Mortgage Association

8800 NW 62nd Ave., PO Box 6200, Johnston, IA 50131
Ph. 800-987-7365 • www.iowaMA.org

Registration:

- IMA Members \$50
- Nonmembers \$100

Fee is per person

Registration fee includes continental breakfast, lunch, refreshments and all handouts. Cancellations accepted one week prior to event less \$20 cancellation fee.

Substitutions allowed any time.

Return to:

Attn: Registrar, IMA
PO Box 6200
Johnston, IA 50131
or online at <https://iowama.org/events/>

Sales & Business Planning

Dec. 4 - Coralville - Dec. 5- Johnston

Company Name _____

Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____

Name _____ E-Mail _____

Name _____ E-Mail _____