

Endorsements by the dozens!! Here is why 10,000 financial advisors are using the VSA!!

<p>I used VSA material while interviewing a business owner about estate planning and taxation. As a result, I was able to \$500,000 with more business to come. Without the VSA, I'm just another insurance man instead of an insurance professional.</p>	<p>Thank you! You have a really great program here! I am really impressed with the breath and depth of this program! And you've got it priced affordably I was a Back Room Technician user but the cost was getting prohibitive. I feel that VSA is better in many ways! Thanks again! Harold L</p>	<p>Thanks. You have a great program!. Bill W CLU, ChFC, CSA</p> <p>Very impressed with the VSA ... powerful and informative, certainly will make my life easier and more productive, 'CUDOS!' Stan L</p>	<p>Thanks, Bill. I find your website indispensable. Lee F.</p> <p>Finally, your site/service is the best investment I have ever made in my business. And it just gets better and better! Keep up the great work! Frank B.</p>
<p>VSA is an excellent tool - when I use it I kick myself for not using it more consistently (something about recreating the wheel, etc). The forms that are included provide a great foundation to accomplish various tasks. Thomas C., CLU, ChFC</p> <p>VSA has been good for me. I mostly use the PPR and select presentations. Harvey J. CLU, CSA</p>	<p>I am working on a \$5 million dollar buy-sell agreement. Everything that I know I have learned from the VSA.</p> <p>Very powerful set of tools and information. A great asset to any practice! Ken D</p> <p>I've been using The Virtual Assistant for years - and I have found that it is a great resource and presentation tool - in a generic format. J. Hayes,, CLU</p>	<p>You guys are super in your program design and in helping us neophytes get started. I would recommend you to anyone! William W</p> <p>The VSA gets BETTER and BETTER. Bob T.</p> <p>It is an excellent program and NAIFA should endorse it completely.....Thomas B, CSA</p>	<p>I believe an agent at any stage of their career can benefit from VSA. I have my field reps subscribe so they can deliver information & sales ideas provided by VSA as value added to the independent agencies they serve. I like how comprehensive it is including: marketing, newsletters, factfinders, sales presentations, tax learning center, specimen documents, business & time mgt. Tools. Joe R CLU, ChFC</p>
<p>I have been a subscriber and find the program useful. As you can see at the bottom of my email I post the website they give as part of the program. I also find the newsletters they produce as well as the emails they send. I think it is a valuable tool and recommend it. Richard E CLU, ChFC, CLTC</p>	<p>I think that VSA has enough information and resources to be of benefit to anyone in insurance... whether 10 weeks or 20 years. The information is well organized, easy to find, and user friendly when it comes time to print it out for support in a presentation. Keep up the good work. Bill</p>	<p>I send a presentation for various purposes to every prospect I meet regardless of if they buy at that time or not. The valuable information in the VSA is powerful in making them think about their needs. They call me then! Rob W, LUTCF, FSS</p>	<p>Like and use this regularly. John</p> <p>I have more access to sales ideas and fact finders for the individual or business owner. I can use the VSA site to design newsletters along with print out a presentation for a client. Thanks again.</p>
<p>I've used it for over 10 years. It is fantastic. I am in a one person life producer in a P&C office. I use the one page sales to perk interest in buy-sell, keyman and I use the sales presentation with the clients name and bind the proposal to also include the life insurance proposals. I couldn't live without it. The cost come right on my credit card each month, very easy and I never have to worry about it. I access it from any location. Alex H, CLU, ChFC, CFP</p>	<p>It is always current, informative and up to date. Customer Service is excellent and very responsive. I use it for further insight into areas of selling to get me started thinking and gives me direction. I also like the depth and breath of material. Been worth every penny paid each month. Rick Z, LUTCF</p> <p>I find VSA very helpful with presentations, information - it is comparable to Kettley and in some ways better. I would highly recommend VSA for any agent. Patricia L CLU, ChFC, LTCP</p>	<p>I have used VSA for a number of years. I have used it for sample documents, seminar presentations for retirement and college funding, sales presentations for mortgage protection, life insurance planning and general resource information. I think it is a wonderful tool. It seems to cover a lot of bases from simple presentations to more advanced issues. I particularly like the scripts and handouts with the seminar presentations. John D. CLU, ChFC, LUTCF, MSFS</p>	<p>It is always current, informative and up to date. Customer Service is excellent and very responsive. I use it for further insight into areas of selling to get me started thinking and gives me direction. I also like the depth and breath of material. Been worth every penny paid each month. Rick Z, LUTCF</p> <p>I have never seen such a great source in one place for my practice...Thank You. Brian M</p>
<p>Bill, When I started in the insurance business as a captive agent there were sales tools provided by the marketing area. When I struck out on my own, it was now my responsibility to gather those sales ideas then came the Web and then came VSA. Thank you.</p>	<p>Your resource is a great piece of mind for my business, I know I can research and provide my clients with up to date information to assist in their decision making with plans for them and their families. Dave T.</p>	<p>I have been an agent for only about a year. VSA has been invaluable to me. Any time I have an insurance question or need a sales idea, I can rely on VSA to help me out. Keep up the great job! Thanks, Fred W.</p>	<p>I love VSA! I use it for everything from showing how IRAs work to showing clients how they can save for education for their children or grandchildren. I've also made 162 Executive Bonus and Deferred Comp presentations to businesses. Patricia L. Berry, CLU, ChFC</p>

<p>I've been a VSA subscriber for about 3-4 years and I think the resources provided are terrific. Thanks for a great VSA! Dean O LUTCF, RFC</p> <p>I find myself using VSA on a regular basis. Ron R.</p> <p>Thank you very much, what a great tool VSA has become for me, couldn't do without it! Reid M</p>	<p>I love this tool. I am a 35 yr veteran - blah blah blah - also a Branch Office Supervisor and a busy financial services coach of 13 advisors. I use it extensively as a practice tool for myself and a teaching aid it is weak in practice management re: tax planning as a financial professional- the basics of schedule C etc, staffing, file organization etc - nuts and bolts stuff. Tom C</p>	<p>I think VSA is indispensable for any career stage, I am 30 years in the business and use it most every day, my son is in the business for 2 weeks, and I am having him use it as well. I highly support and recommend using VSA.. Arnie P.</p> <p>The Referred Lead Generator will pay for the whole program! John Bledsoe, CLU, ChFC, CFP, AEP, MSF</p>	<p>I had forgotten how much I loved the insurance business until I signed up for Virtual Advisor. It was like being reminded of your first love! The real life stories of how much insurance helps people, brought a stream of tears to my Irish eyes! And the ease of using your services, the monthly newsletters, the simple strategies to teach my clients that are demonstrated on your (our) website, all served to remind me of why I get up every morning and do what I do! Prudence Schnoebelen, CLU, ChFC</p>
<p>Hi Bill, I just started using VSA, however, I see some advantages it provides over other support field programs. There are quite a few areas of help I can go to, to support any recommendations I make to my clients. I expect as I continue doing business, I will be able to utilize more of your support information available. Thanks, Marv S</p> <p>Dear Bill, Thanks for the fabulous site. The links and other content are excellent for getting customers interested and informed. I use the links weekly in emails and get great response. John N.</p>	<p>The personalization of the VSA website was easy and professional. I'm not a web person, and it took 10 minutes. I had a professional looking, personalized website. Within the first hour I was able to forward a link to a suspect to provide more information before our first meeting. I LOVE IT! Karen H.</p> <p>Bill: A well done (!) on the changes to the Priority Planning Review. Thank you for making a great tool even more effective. Ralph P.</p>	<p>Bill, I really do enjoy the VSA website. I came in from the securities side of the business and did not know much about life, disability, or long term care. I really do like the one pagers and the sales presentations as well. I use them a lot for my agents I work with today. I would like to see more power point presentations on annuities. . Also the sales ideas are great as well. As a licensed marketer I can share these ideas with other agents but use it as well when I am out in the field. Overall the website is great. Thanks, Pat S.</p>	<p>This software definitely lives up to its name; it can assist you with virtually any activity or concept that will help to generate revenue for your practice. It is a great value, which I would recommend to anyone in the insurance or financial planning industry. DON'T GO INTO THE FIELD WITHOUT IT! Arnie P, CFP, LUTCF, LLIF</p> <p>The greatest thing about VSA is the time it saves me - concise and to-the-point and user-friendly. Thanks VSA for being there for me. Raymond H. CLU, ChFC, LUTCF</p>
<p>Adding the link to my website that has financial resources is a valuable tool for me. You site is a great resource. Thanks. Dan P. CLU</p> <p>Bill, I'm new to VSA but so far it has been very good. Joe A.</p> <p>Bill, I've found VSA to be an invaluable resource! From one page solutions to financial calculators - all are at my discretion, on my timetable, & customized to my practice. Thanks. Alan W., CLU, ChFC</p>	<p>Best \$ 18/mth I have spent in 36 years in the business. Michael W., CLU ChFC</p> <p>The cost of ignorance is more than the price of knowledge! Douglas H. Becker, CFP</p> <p>It (VSA) ranks in the top 10 web sites that I use on a regular basis. George Breckenridge, Producer</p> <p>It's great because it has up to date information on products & laws. Richard L.</p>	<p>Bill: As I deal more with business owners and well to do people, VSA has become more of a base line concept explanation resource that has explained complicated concepts in a brief, concise, and understandable way that my clients understand. I really appreciate your efforts to serve the insurance community. You have made my job much easier and more productive. Thanks again for your wonderful programs. Sincerely, Rick K., CFBS</p>	<p>Thank you for the VSA. This tool is by far the most helpful resource I have had since I began my Insurance career. My Insurance / Estate Planning practice has been greatly enhanced with the use of the Priority Planning Review and the Real Life Stories. The wide range of tools that are the VSA, make my business as professional as an agency can and should be. Thanks for being there. J.R.M.</p> <p>Love it and use it all the time! Dan J</p>
<p>I think VSA is absolutely fantastic. In fact, last year I even appeared as guest speaker for one of the Sacramento Association of Insurance and Financial Advisors' programs speaking on the benefits of VSA. Ervin Thompson, ChFC and President of SAIFA</p> <p>When the chips are down and I need something</p>	<p>I have visited and used several features of the website and thoroughly believe it is one of the best pertinent content that can be used for financial advisors and clients. I especially appreciate the personal web page created exclusively for my advisor. There are many useful worksheets and information for our clients and prospects to tap into.</p>	<p>Let me start by saying I have been a member and a subscriber since the VSA inception. Through the years it has been a holistic support engine for me and my practice. Everything I need is right at my finger tips where ever I am.</p> <p>I am an Estate/Financial Planner and rely on this resource greatly, I don't</p>	<p>VSA has been a valuable part of our practice for many years. We use the sales presentations and the one pagers with clients and prospects on a regular basis. They are professional, accurate and concise, and have led to many successful sales and relationships. As an independent practitioner, VSA provides a tremendous value for the information it</p>

<p>now, VSA is where I go. The sales presentations, both paper and Power Point and the forms library are the best. Neil C., LUTCF, ChFC, CLU</p>	<p>VSA is very useful and insightful content that I just happen to stumble upon while searching the Internet. Great tools! Christina, Marketing and Administrative Associate.</p>	<p>know what I would do if I didn't have the VSA. Also compared to other planning and information support vehicles, the VSA by far has the best in resources and extremely cost effective! Louis C., CLTC , LUTCF , AFP</p>	<p>provides. Thanks, Todd A., LUTCF</p> <p>Very Professional-Easy to use. It's helped my business very much. Thank you. Frank B</p>
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Here is what BGAs, IMOs, GAs, managers and home offices are saying about the VSA!

<p>The VSA has proved extremely valuable to me both as a resource as well as a Sales Training Tool. I appreciate the availability of this as a resource.</p>	<p>The business continuation presentation has gotten me personally two buy sell cases. Also, the one pagers are a great way to demonstrate concept selling to new agents.</p>	<p>Worked with an agent on training then went to field presented and sold business owner of existing worksite case. We also presented a deferred comp plan on key employees.</p>	<p>The one pagers and sales solutions have helped our office close and conserve many cases because our competitors did not have the same resources.</p>
<p>I use the one-pager for my executive bonus cases on a regular basis. I feel that the one-page layout allows the agent to quickly hit the highlights of the executive bonus concept Very useful in training of agents.</p>	<p>The knowledge from these topics has increased my production and big impact on training The resources have resulted in many larger applications. It also helps to focus our agents on moving up into larger more profitable markets.</p>	<p>I use the VSA sales presentation in at least one of my meetings per month in the local office with all the agents. I am suprised how many ideas are used by both new and experienced agents after the meetings. Helps new agents to get into the more advanced markets.</p>	<p>My agents have used various parts of the training I give them to make numerous sales. This is a standard tool in our toolbox. Have used in training sessions several times. Use executive bonus on pager diagram for business owner. Very useful!</p>
<p>Bill, the VSA becomes better with every addition. We use the VSA in most of our sales as well as our education program. If we have a class on annuities the agent has to complete the CE on Line and bring to class along with sales ideas. We do not have to waste time on the basics, just review. We promote the VSA at all our meetings, both general and annual, at (company). As a reference source the VSA has saved me at least \$5,000 a year and it is always kept current, by updates. Thanks Bill. Regards, Bob T.</p>	<p>Bill, As you know I have been using VSA since the very beginning of its existence. I thought so much of it that I had our company pay 100% of the expense for all of our agents at the very start of the program. Now that I am back in the field our agency uses the VSA program extensively. It provides an easy to use professional support for our agents to serve the needs of their clients. It gives us an educational tool like none other in the industry. I do not know what we would do without The Virtual Assistant.</p>	<p>Bill, The VSA has been a tremendous tool to us as an Independent Marketing Organization. It has put all the resources that an agent would typically need right at our finger tips and provided us with even greater credibility with the producers who partner with us. At XXXX Brokerage, we realize that agents look to us for much more than simply good products and service -they can get that through a lot of organizations. They want us to help them get a competitive advantage beyond that, and the VSA has been the perfect tool in helping us do that. Doug M. CLU, ChFC, MSM</p>	<p>I love it! Always simple to use. Always fast and current. Always there when you need it 24/7. Always easy for the client to understand. Always Professional Presentations. Michael U Over the years I have bought most of the 'hot' software and training programs. I have yet to find something as transferable as the VSA. I mandate it for all newly affiliated associates. It's very simple - no computer, no VSA, no appointment. Walter O. Pihl, CLU, ChFC, CSA, General Agent</p>
<p>Frankly, I am embarrassed to mention what I don't use of your VSA program. What I do use are the checklists/fact finders which I can mail or e-mail to clients and prospects. They make me look more professional. They are easy to prepare and they are effective. Ed A., CLU, ChFC, MSFS, FLMI, LUTCF, CASL I thank you for your dedicated desire to make this the very best tool for the professional insurance and financial services industry. Bob F.</p>	<p>Bill: I'm a Multiple Line General Agent with (company). I find it to be invaluable in helping dispense information to prospects and as a training tool for my agents. I encourage each one of them to sign up and have this for themselves. To be able to personalize the information for anyone you want to share the info with is great and the ability to e-mail it to them is certainly a time and money saver. The ability to personalize and use one or all three of the news letters is TOP NOTCH. I can't say enough about the value of your product and service. Max D., LUTCF, CLF</p>	<p>Bill - As a new Agency with (company) we use and are delighted with The Virtual Assistant Program. I show my agents how we can maximize sales opportunities using the sales presentations and/or the One pagers- I'm using the email feature as a prospecting tool and it's working! Out of 212 other (company) agencies, ours ranks 13th in total life commissions for the year so far. Keep up the good work! Warmest Regards!! Rene C.</p>	<p>We use it here and encourage our agents to use it, too. I like the great number of personalized presentations one can create. Then there are the specimen documents to help the attorney implement the plan. Of course, the courses are great educational resources. Greg Colston, KC Life Home Office Great product, I use it for my new agent training and with my own new clients. Bruce P., MGA</p>

<p>Bill, VSA has been a very valuable tool for our agency in the development of case work to train new reps and supply the reps with a roadmap to build their business. The programs are up to date and offer a small agency like ours the opportunity to develop plans for clients without a large backroom expense. Dick H., General Agent</p>	<p>Bill, As a relative new comer to The Virtual Assistant I just have to tell you how astounded I was initially and continue to be. I figure in about a year I'll actually have a handle on all the capacity you have built into this wonderful tool. I am telling all of my brokers that the VSA is virtual "must" tool for selling life insurance and doing financial planning. Sincerely, Bill B., MGA</p>	<p>Bill, VSA is the complete backroom tool for our company. I use it heavily in recruiting new GAs because it gives us the complete package. Today's agents, representatives, and advisors expect the kind of backroom that VSA provides. We would be very limited without it! It is that good! Mike B., Recruiter</p>	<p>Dear Bill: VSA has been a wonderful tool to use with my agents and own business. With its calculators, fact finders and detailed information of specific issues for clients it has made my business easier with all the information at my finger tips. Overall it gives us an extra back office of information and has been using it to train new agents like your fact finders and has helped experienced agent with issues with new cases. Sincerely, Gene H.</p>
<p>Bill, I find extreme pleasure in utilizing the system and all of its services on a monthly basis. I look up sales ideas and presentations to promote within my District's newsletter on a monthly basis, and am always excited to see all of the ever changing ideas that are listed there for us to use. I appreciate all that you do for us with the Virtual Advisor, and continue to look forward to making it a part of my standard practice. Troy B., LUTCF</p>	<p>I believe an agent at any stage of their career can benefit from VSA, like how comprehensive it is including: marketing, newsletters, factfinders, sales presentations, tax learning center, specimen documents, business & time mgt. tools. I have my field reps subscribe so they can deliver information & sales ideas provided by VSA as value added to the independent agencies they serve. Joe R CLU, ChFC</p>		