



The speech that was selected by GAMA for their 2004 LAMP meeting. This speech is designed for high-end producers who are making \$250,000 in commissions annually and for those who want to make \$250,000 and more. This presentation was developed after interviewing Top of the Table producers and producers grossing more than \$1 million a year in commissions in the financial services industry. This speech has seven specific points on how these producers differentiate their business. This talk focuses on how to build a first-class firm. You will enjoy specific case studies and practical management applications.

Approximate time: One hour

Fee: \$3,500 plus expenses

*"Andy delivered a power-packed seminar designed to help financial planners "Getting to the Top". Andy heads one of the premier asset gathering producer groups in the South. Andy received an enthusiastic ovation and praise for his seminar and I highly recommend him to you."*

**Taylor Smith**

**TransAmerica Capital, Inc.**

*"Andy Martin is an innovative and enthusiastic businessman. He leads an organization, First Protective, which is highly motivated, service oriented and at the top of it game. He has helped me incredibly as I transitioned into building my own practice after leaving a national firm. As a member of the Miami Dolphins World Championship teams from 1972 and 1973, I have had the opportunity to be associated with great leaders. Andy Martin embodies the skills and passion to assist organizations and individuals to produce Championship results."*

**Mike Kolen "Captain Crunch"**

**Starting linebacker Miami Dolphins '72 perfect season team**

*"A good seminar last week in Pensacola. Your points were right on target. I had been looking for some good ideas to increase my business and yours were just the thing. If I can help you in any way let me know."*

**Scott Hunter**

**The Wealth Management Group, LLC  
Former quarterback Green Bay Packers  
And Atlanta Falcons**

*"Every investment professional should see this presentation - from beginners to top professionals. Andy provides systems for all reps to be top money makers! Andy makes it known that he has partnered with American Skandia to help IP's take their business to the next level."*

**Rick Dodge**

**National Accounts Manager  
American Skandia**

For more information about this and other presentations by Andrew S. Martin, you may contact his assistant, Amy Ellis or himself at the address below.

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***Dynamic Talks for the Financial Services Industry***

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