



What's Your STORY

Leveraging a Unique Message to Rise Above Your Competition

Today, the health insurance industry is filled with “noise” making it very difficult for advisors to stand out.

Broker presentations all sound the same. Everyone is regurgitating the same statistics and anecdotes in an attempt to win business. Yet, it doesn't have to be this way.

In his keynote, *What's Your Story*, Andy Neary explores the keys to standing out in a crowded market. Having the ability to tell a unique and compelling story is the fastest way to elevate your success.

Andy will show how you public speaking is the most effective way to fill your pipeline and have prospects reaching out to you.

If you have a desire to up-level your revenue by selling “one-to-many”, this is the keynote for you.

Fun, bold, and highly insightful, *What's Your Story* will delight your audience and literally change the way they communicate with their audience.

What's Your Story will show you how to:

- Find your “story”
- Build a memorable presentation
- Share stories in a compelling format
- Sell with empathy
- Turn public speaking into a prospecting weapon

ABOUT ANDY

As a former pitcher with the Milwaukee Brewers, Andy Neary understands the work required to rise above the noise. Success on the mound and on stage requires a common set of principles. Neary has utilized these principles to help benefit advisors turn public speaking into a revenue-generating machine.

Andy is an Amazon best-selling author of *Breaking Through the Status Quo*, and a consultant with The Olson Group. Andy works with insurance professionals looking to increase revenue with a unique and memorable message.

Andy lives in Fort Collins, CO with his girlfriend Amy and 4-legged child Maisy.