



Andy Neary

SPEAKER, AUTHOR, PODCAST HOST &
COACH TO THE INSURANCE INDUSRY





MEET

ANDY NEARY

SPEAKER, AUTHOR, PODCAST HOST & COACH TO THE INSURANCE INDUSTRY

Andy is a former professional baseball player turned insurance adviser and business coach. As an undersized pitcher in the Milwaukee Brewers organization, Andy saw, first-hand, what it took to excel at the sport's highest level. Lacking the ideal measurements for a pitcher, Andy leveraged unshakeable drive and discipline, and a set of consistent daily habits to become a professional athlete.

Today, Andy utilizes the lessons he learned on the mound to help insurance professionals build the mindset, skills and habits needed for success. In 2019, he founded Complete Game Consulting, a coaching and training company. He routinely advises insurance professionals and agencies on marketing and branding strategy and is a sought-after keynote speaker for events and podcasts

dedicated to helping insurance professionals reach their potential.

Andy is Host of the *Bullpen Sessions: A Podcast For Insurance Professionals Driven To Reach Their Full Potential*. Each week, Andy interviews subject matter experts and shares tips from the Complete Game Marketing Playbook to give insurance professionals the mindset and tactics it takes to win today.

Andy was also a contributing author to the Amazon Best Seller, *Breaking Through the Status Quo: How Innovative Companies Are Changing The Benefits Game To Help Their Employees And Boost Their Bottom Line*.

Andy resides in South-central Wisconsin.

PROGRAM DESCRIPTION

THE INSURANCE AGENT SALES PLAYBOOK

The 2-Step Process To Go From Unknown To Unstoppable



[CLICK TO WATCH DEMO VIDEO](#)

In the **Insurance Agent Sales Playbook**, you will learn:

- 3 challenges you face growing your business post-COVD.
- How to identify your ideal prospects in 5 steps.
- How to build a marketing message to attract your ideal prospects.
- How to create the expert credibility you need to win your dream prospects.

TAKEAWAYS

PROGRAM BIO

Today, the insurance industry is filled with "noise" making it very difficult for advisers to stand up and stand out.

Broker presentations and strategies all sound the same. Everyone is regurgitating the same statistics and anecdotes in an attempt to win business. Your clients and prospects deserve better.

In his Keynote talk, The Insurance Agent Sales Playbook Neary explores the keys to standing out in a crowded market. As an undersized Pitcher, Neary had to "play bigger" every time he took the mound. Your business is no different.

Sales is a game of who knows you, likes you, and trusts you. Andy will show your audience how to craft a message and marketing strategy that will have you playing bigger than your competition.

Knowledge isn't enough. You must be able to communicate your knowledge effectively.

Fun, bold, yet highly insightful, The Insurance Agent Sales Playbook will delight your audience and help them make the necessary mindset shifts to win in today's market!

PROGRAM DESCRIPTION

SELLING ON SOCIAL MEDIA

How To Turn LinkedIn Connections Into Profitable Conversations



[CLICK TO WATCH DEMO VIDEO](#)

In **Selling On Social Media**, you will learn:

- How to create a LinkedIn profile that is attractive to your ideal prospects.
- How to send out connection requests to your prospects that get accepted.
- How to post content on LinkedIn that create expert credibility.
- How to direct messages to a connection into a prospecting conversation.

TAKEAWAYS

PROGRAM BIO

Today, the insurance industry is filled with "noise" making it very difficult for your team to stand out.

In addition, the way we sell has changed. The traditional prospecting channels aren't as effective as they used to be, and social media has emerged as a key marketing pillar.

In *Selling On Social Media*, your team will learn how to use Complete Game Consulting's LinkedIn Diamond strategy to turn social media content into expert credibility. Your team will be learning the same strategy that helped Complete Game Consulting grow 75% in 2022 without one cold call.

Key principles include: How are you creating curiosity with your LinkedIn profile? Is your content creating likability and credibility with prospects? How are you turning connections into conversations?

The presentation is practical and highly tactical. Your team will learn how to develop a social media marketing strategy to leave your competition in the dust!



IN THE MEDIA

Andy's speaking appearances have included:



"Andy Neary was one of the highest-rated keynote speakers we've ever had."



PODCAST

BULLPEN SESSIONS

A PODCAST FOR INSURANCE PROFESSIONALS
DRIVEN TO REACH THEIR FULL POTENTIAL

**Bullpen
Sessions**

WITH ANDY NEARY

20K +
DOWNLOADS





TESTIMONIALS

“



According to our post-conference survey results, Andy Neary was one of the highest rated keynote speakers we've ever had.

JOE PITTMAN
Executive Director,
International DI Society

“



Between his obvious preparation, inspiring storytelling, and down-to-earth demeanor, Andy was a hit with our attendees!

LYN ANN HENDERSON
Founder & CEO
Kynexions

“



Dynamic...Passionate...Cool...
Cutting Edge...Thought-provoking.
Andy is a difference maker!

SCOTT ADDIS
CEO
Beyond Insurance

“



He had the perfect combination of
storytelling, inspirational encouragement,
and pragmatic tactical advice.

CASEY JAGORAS
Creative Director
Sales & Leads Entrepreneurial Summit