



**/// DRIVE**  
*2022 NATIONAL CONFERENCE*

*WHITNEY JONES*



**Premier Wealth Management®**

A Relation Company



**Retirement Plan Consultant, CPFA, AIF**



A group of men in a garage are working on a red sports car. One man is holding a tire, and another is looking at a tablet. The scene is dimly lit, with a bright yellow vertical bar on the left side. The text "PROSPECTS ARE PRECIOUS!" is overlaid in a bold, italicized, white font.

***PROSPECTS  
ARE PRECIOUS!***



***DRIVE THE  
DISCUSSION***



# *EXCEED CLIENT EXPECTATIONS*

*Deliver in these  
three areas*

**1**

*Improve profits and  
advance their mission*

**2**

*Help to recruit and  
retain talent*

**3**

*Enhance outcomes  
that DRIVE success*

***WHAT CAN WE DO  
AS ADVISORS?***



Be more  
comprehensive than  
ever





Be proactive solution  
providers





***YOUR KEY  
DIFFERENTIATORS***





***HOW ARE YOU  
PROACTIVELY  
SHOWING VALUE?***







The background of the entire image is a black and white checkered pattern, reminiscent of a racing flag, which is slightly blurred and recedes into the distance.

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