

MOVING UP AND FORWARD

TRAININGCLASS OVERVIEW2018

COMING EVENTS AT VIRTUE

VIRTUE CAPITAL MANAGEMENT • VIRTUE ADVISORS



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2018 TRAINING CLASS OVERVIEW



Virtue Capital Management University — Nashville, TN

- March 6th, 7th and 8th
- May 15th, 16th and 17th
- September 18th, 19th and 20th
- December 4th, 5th and 6th

Whether you are a seasoned Investment Advisor or have just obtained your series 65/66, this two day training will guide you on how to run a powerful Investment Advisory practice. Virtue Capital Management has one of the most comprehensive marketing platforms in the RIA space. If you are looking for an RIA partner that can help you meet with more qualified prospects and gather more assets, this event is for you. Learn about our proprietary stop loss portfolios, unique marketing platforms, 401KPlanPro system, ground breaking digital marketing system, third party model portfolios, technology offerings, and compliant presentations.



Seminar Training & Marketing for Professionals (STAMP) — Nashville, TN

- April 18th and 19th
- October 24th and 25th

We believe that seminars still play a very important role in marketing at the local level. Virtue is always developing and refining our customized seminars to keep up with the changes in the financial world and consumer needs. We have several proven and successful seminars ready for you to use. Virtue's Seminar Training and Marketing for Professionals event is a dynamic 2 ½ day training program covering the use of internet leads, digital marketing, leveraging centers of influence, and psychographic cluster marketing. During this training we will teach you exactly what to do before, during and after your seminar to reach your full potential. This class is for successful, results-oriented advisors who are looking for a truly innovative partner to help them diversify and expand their marketing efforts.



Advanced Sales Training — Nashville, TN

- July 25th and 26th

Virtue's exclusive semi-annual two-day training is a top-of-the-line learning experience. Advanced sales training is a two day, hands-on, interactive class. This class concentrates on helping producers perfect the art of the client meeting. During day one, we'll cover the step-by-step process of fact finding during the 1st meeting, reviewing and understanding our confidential financial questionnaire (explaining not only how to fill it out, but also how to identify planning opportunities), and what to do between the 1st and 2nd meetings in order to be fully prepared to successfully meet with the prospects during the 2nd meeting.

On day two, learn effective and efficient ways to present your solutions using our new presentation format. This plan is based on the information gathered in the 1st client meeting. Last but not least, learn how to convert them to a satisfied client. This interactive class is limited to 16 producers and is exclusive to those currently active with Virtue Financial.



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Business Building Forum — Nashville, TN

• August 23rd - 24th

By invitation only, Virtue's exclusive annual two-day trip provides the premier information sharing experience. Top advisors from around the country attend this event to share best practice ideas and to network with each other. When it comes to premier study groups, Virtue's is second to none. Advisors experienced in technology, prospecting, marketing, and business planning are invited to this meeting to share with their associates how the latest techniques are used to build a successful financial practice.

**To register for any of these upcoming events
click the link below**

<https://virtue.formstack.com/forms/registration>



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