

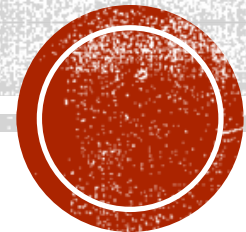


**GRAB
YOUR
COFFEE!**



BRUCE BAUMGARDNER

Question and
Answer Session



**YOU'RE
RELATIVELY
NEW, STARTING
ON OCT 7, 2019**

- Share your perspectives on:
 - Funeral Directors Life and the support you've received, and
 - Your role as a Select Producer

TAKE US THROUGH YOUR JOURNEY

- Starting as a Select Producer before COVID-19 to today, when you're serving families during Pandemic
 - What was the month of March like for you?
 - And then COVID-19?
 - What have been your biggest hurdles?
 - How about your greatest success?

**SHARE WITH
US YOUR MOST
RECENT
MEETING WITH
A FAMILY**

- How did it go?

HOW ARE YOU CONTINUING TO LEARN IN YOUR NEW SP ROLE

- What resources are you utilizing?

**SPEAKING OF
LEARNING -
TELL US
ABOUT YOUR
WECARE
TRAINING**

- Where did you attend WeCare Training?
- How was this learning opportunity?

YOUR MESSAGE TO OTHER PRENEED PROFESSIONALS

- What have you learned that you'll carry with you now and for the future?

TURNING THE TABLES ON OUR Q&A FORMAT!

- Now we're going to let you ask any question or request for a best practice from all of our preneed sales professionals joining us today!
 - What question do you have for our audience of experts?



If it doesn't
challenge you,
it won't
change you



Have an
amazing week!