

Dynamics Master Sales

Mechanicsburg, PA • October 22-26, 2018

Monday, October 22, 2018

7:30 AM - 8:00 AM

8:00 AM - 12:00 PM

12:00 PM - 1:00 PM

1:00 PM - 5:00 PM

SECTION 1

Registration with Coffee and Rolls

Managing the Decision Process

Mr. Jeffrey Wayne Wodicka, CIC

Lunch - on your own

Managing the Decision Process (Continued)

Mr. Jeffrey Wayne Wodicka, CIC

Tuesday, October 23, 2018

8:00 AM - 9:00 AM

9:00 AM - 12:00 PM

12:00 PM - 1:00 PM

1:00 PM - 5:00 PM

SECTION 2

The Process of Selling

Mr. Jeffrey Wayne Wodicka, CIC

Mr. Joe Coccimiglio, CIC

SECTION 3

Initiating the Process

Mr. Jeffrey Wayne Wodicka, CIC

Mr. Joe Coccimiglio, CIC

Lunch - on your own

Initiating the Process (Continued)

Mr. Jeffrey Wayne Wodicka, CIC

Mr. Joe Coccimiglio, CIC

Wednesday, October 24, 2018

8:00 AM - 12:00 PM

12:00 PM - 1:00 PM

1:00 PM - 5:30 PM

SECTION 4

The Diagnostic Appointment

Mr. Jeffrey Wayne Wodicka, CIC

Mr. Joe Coccimiglio, CIC

Lunch - on your own

The Diagnostic Appointment (Continued)

Mr. Jeffrey Wayne Wodicka, CIC

Mr. Joe Coccimiglio, CIC

Thursday, October 25, 2018

8:00 AM - 12:00 PM

12:00 PM - 1:00 PM

1:00 PM - 3:00 PM

3:00 PM - 5:00 PM

SECTION 5

Advanced Communications

Mr. Jeffrey Wayne Wodicka, CIC

Mr. Joe Coccimiglio, CIC

Lunch - on your own

Advanced Communications (Continued)

Mr. Jeffrey Wayne Wodicka, CIC

Mr. Joe Coccimiglio, CIC

SECTION 6

The Process Continues

Mr. Jeffrey Wayne Wodicka, CIC

Mr. Joe Coccimiglio, CIC

Friday, October 26, 2018

8:00 AM - 12:00 PM

12:00 PM - 1:00 PM

1:00 PM - 4:00 PM

SECTION 7

The Process Continues (Continued)

Mr. Jeffrey Wayne Wodicka, CIC

Lunch - on your own

Personal Goal Setting

Mr. Jeffrey Wayne Wodicka, CIC

Dynamics Master Sales

Mechanicsburg, PA • October 22-26, 2018

Faculty

Joe Coccimiglio, CIC
Lincoln Insurance Group, Sandy, UT

Jeffrey Wayne Wodicka, CIC
Casswood Insurance Agency, Ltd., Saratoga Springs, NY

Program Location

Address & Phone: **Insurance Agents & Brokers**
5050 Ritter Road
Mechanicsburg, PA 17055
(717) 795-9500

