Building Your Business: Webinars From The Standard

Mark Your Calendar! The Standard is pleased to offer *Building Your Business* webinars to our partners. Join our experts as they provide insight and commentary on the issues driving our industry, then take part in an interactive question-and-answer session.

Wednesday, Nov. 30, at noon ET

Your 2012 Success Formula Action Plan
with Charlie Epstein, Founder of The 401k Coach Program®

Start your vision planning for 2012 now and discover what you need to focus on to achieve greater success, influence and market share. This webinar will reveal how to develop a "Success Formula Mindset," a repeatable system of success for plan sponsors, plan participants and yourself as a "401(k) Success Consultant." At the end, you will have more tools to scale your business and differentiate yourself in the marketplace.

We will look closely at:

- Creating plan sponsor success formulas that will help clients successfully manage their roles and responsibilities
- Assisting plan participants in successfully creating a "Paycheck for Life"
- What repeatable and scalable steps you need to take to be successful in 2012

The webinar will be led by Charlie Epstein, The 401k Coach Program® founder, who has been named as one of 401kWire's "Most Influential Individuals in the 401(k) Industry," as well as one of "The 300 Most Influential Advisors in Defined Contribution." Charlie, who has more than 30 years of experience in the financial services arena, is principal of Epstein Financial Group, LLC and Epstein Financial Services, an independent RIA.

Joining A Webinar Is Easy!

A few minutes before the scheduled webinar:

Go to **http://tinyurl.com/buildingbusiness**
Enter your Meeting Number: **77852229**
Enter your Participant Passcode: **8954**

For the audio portion:

Call **866.710.0179**
Enter your Participant Guest Code: **63752**

We hope you can join us online!

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