



**LIMRA LEARN**  
Powered by HPN UNIVERSITY



## Where Leading-Edge Learning Meets Real-World Results

Where innovation meets education and dynamic content meets proven curriculums, LIMRA Learn powered by HPN breaks the mold of traditional training programs. This learning experience is designed to provide advanced knowledge and skills for advisors when, where, and how they need it — empowering them, and your business, to reach their full potential.

### These video-based microlearning courses offer financial professionals:

- ▶ Access to scalable, digital content featuring the industry's top experts
- ▶ The flexibility to complete learning pathways at their own pace
- ▶ elearning knowledge checks to assess and reinforce key learning objectives
- ▶ Analytics and reporting for greater accountability



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## Selling to Contemporary High Net Worth Prospects

Top financial professionals have developed the ability to connect and build relationships with today's high net worth prospects. Developing confidence to approach and communicate with potential clients in this market is one of the keys to building your business. In this learning pathway, you will discover how to identify with your purpose, use the power of "why" in your approach, and begin implementing four words to create connection. You will also gain a better understanding of today's consumer to help bridge the procrastination and trust gap that exists between financial professionals and potential clients.

### Learning Pathways

- ▶ Identifying With Your Purpose
- ▶ Using the Power of Why in Your Approach
- ▶ Mindset of Today's Consumer: Bridging the Procrastination & Trust Gaps
- ▶ The Link Between Mental Wellness and Financial Wellness
- ▶ Interweaving Virtual Networking With Traditional Networking

To learn more, visit [www.limra.com/limra\\_learn](http://www.limra.com/limra_learn) or [TalentSolutionsInternational@limra.com](mailto:TalentSolutionsInternational@limra.com)