



Find out how we can help you grow your protection business – The Exeter

Did you know we run weekly webinars on a range of topics covering our life and income protection propositions, value added benefits and objection handling?

If you want to find out how The Exeter can protect your clients and help you grow your protection business, then please do join one of our sessions, just click the link on the session of your choice to register.

29th November – Income Protection Objection Handling -

<https://events.teams.microsoft.com/event/67429bbe-6064-4bfe-99e8-6fd7be15d446@cadb5a43-3ce3-4269-855f-82cd77648954>

6th December – Income First - <https://events.teams.microsoft.com/event/1c73dcd9-c1bb-4799-a7ac-849f26dd95d2@cadb5a43-3ce3-4269-855f-82cd77648954>

17th January – Real Life - <https://events.teams.microsoft.com/event/dddabf98-ee7f-4f30-965d-07f467a00e5c@cadb5a43-3ce3-4269-855f-82cd77648954>

New CPD from The Exeter! What’s important to consumers when it comes to insurance?

11th December at 11am to 11.30am

Join Jamie Page, Head of Protection Distribution at The Exeter, for a 30-minute webinar! In this session, he’ll discuss the attitudes and perceptions of different age groups when purchasing insurance backed up by our health and financial fears research. We’ll be joined by Emma Astley, adviser, and Managing Director of CoverMyBubble to give her view on the perceptions from an adviser lens.

By the end of this session you’ll:

- **Be familiar with current trends backed up by our yearly research.**
- **Be comfortable knowing what’s important to different demographics when it comes to purchasing health and protection insurance.**
- **Learn hints and tips on how to engage consumers.**

11th December - What is important to consumers: <https://attendee.gotowebinar.com/register/2876690090490887512?source=partners>

