

Forest Hills Financial Group
an agency of
THE GUARDIAN LIFE INSURANCE COMPANY OF AMERICA, New York, NY
is proud to present
KENNETH WYLIE
and his seminar on
FINANCIAL PLANNING IN A DECLINING ECONOMY

The Economic Growth of the last few decades has subsided and we are seeing a dramatic downturn in the economy. There have been failures of some very large stock brokerages, investment banks, mortgage banking companies, hedge funds, and commercial banks. The values of shares of stock in many corporations have plummeted.

The purpose of this seminar is to communicate the various factors that led to the current financial crisis so that financial advisors will be better equipped to answer the questions they are receiving from their clients and to make recommendations designed to increase their clients' security in an unstable economy.

Financial Advisors may very well find that the marketing systems that worked so well in the last two decades may not be nearly as productive in a declining economy and this will require changes in marketing strategy.

Kenneth Wylie has earned the respect of the financial services industry for his strategies in the marketing of financial service products, and an additional purpose of this seminar is to share marketing concepts that are viable in a declining economy.

Life and Disability Insurance traditionally have not benefited greatly in a booming economy because people are inclined to spend their increasing incomes on material goods and luxuries, but the insurance industry has historically experienced solid growth when the economic outlook is not so favorable and people are less willing to take chances.



MARK YOUR CALENDAR NOW

Date: June 23, 2009 or June 24, 2009

Time: 8:00am: Continental Breakfast
8:30am to 11:30am: Seminar

Place: **Guadian Life (home office)**

7 Hanover Square, New York, NY - June 23rd

or

TAM O'Shanter Club,

74 Fruitledge Rd. Brookville, NY 11545 - June 24th

THREE FREE HOURS OF CE CREDIT

Reservations are required, so phone or e-mail your response to:

Outtara Ly

Phone: 646-638-9863

E-Mail: Outtara_Ly@fhfg.com

Some facts about the speaker

Kenneth Wylie is in private practice as a specialist in Professional Continuing Education and provides services to many financial services companies.

He has over 50 years of successful experience from his background as Agent, General Agent, Vice President of Marketing, and since 1974 as President of his consulting firm.

He conducts seminars each week around the USA and Canada and has probably conducted more seminars for people in the financial services profession than anyone else in our industry.

Mr. Wylie has served as a guest lecturer at several universities and is internationally respected as an outstanding educator. He is also a recipient of the W. Harold Petersen Lifetime Achievement Award from the International Disability Insurance Society.