

Katz Financial LLC – Irving R. Katz, CEO

**Katz Mentorship Program - "Mentoring By Doing & Coaching"**

As a Life and Qualifying Member of MDRT (Million Dollar Round Table) my vision is to enable others to achieve membership in the Premiere Organization of Financial Professionals. To accomplish this vision, I have devised a Mentoring Program to help others succeed at this high level.

The Katz Mentoring Program combines Doing and Coaching, because, doing or coaching alone, is not enough. Success needs both.

**My program includes the following:**

- Business plan development
- Visioning and Strategic Goal Setting
- Marketing Strategies
- Prospecting & Strategic Partnering
- Joint Field Work On Live Cases
- Case Design
- Seven step success Process
- Presentation Skills including Seminar Selling
- Closing Skills
- Annual Reviews



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All persons wanting to join my program must have peer recommendations and a successful interview process completed. Having a limited number of applicants, I can accommodate, I will take applicants on a first come, first accepted basis.

All applicants accepted into the "Katz Mentorship Program", must agree to share commissions on an equal basis of 50% paid to the person being mentored and Katz Financial, LLC. This will apply to Joint Case work.

I agree to these terms and conditions.

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Applicant – Name

\_\_\_\_\_  
Mentor – Irving R. Katz

Date: \_\_\_\_\_