



Solidify your client relationships with the help of Manulife Financial's Plan Advisor Tool Kit

With new online resources to support you through the renewal process, you'll learn how to use the renewal as an opportunity to strengthen your ties to your clients.

Here's what you'll find...

- **Setting the Stage** – make sure there are no surprises
- **Understanding the renewal process** – get to know the key milestones and how to manage the renewal process
- **Knowing the numbers** – understand how renewal rates are calculated
- **What to expect with your renewal package** – find out what information you will receive to support you through the renewal process
- **Presenting the renewal** – get your message heard and ensure success
- **Managing costs** – help your clients control their benefit plan costs
- **Enhancing the plan** – learn how to help your clients build a plan that will help attract and retain the best employees
- **Look for opportunities** – open doors and increase your earning potential with your existing client base

Login to our Plan Advisor Secure site and select Renewal Tools and Resources to find out more.

Grow your business...with a click of your mouse

Looking for resources to support your prospecting activities?

Discover the prospecting tools available online and learn how to turn a prospect into a valued client. Just go to manulife.ca/groupbenefits, select **Tools, Training and Resources**, then select **Plan Advisor Tool Kit**.

Just sold a case and wondering what the next steps are?

Login to our Plan Advisor Secure site and discover our online implementation tools

Just select Implementation Tools and Resources to find ideas to build a solid foundation and lasting relationships with your clients.

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