

# Aprille Trupiano

Developing Million Dollar Producers



## Aprille's Business Development Talk:

### Powerful Connections Made Easy™

Ever feel like you're spinning your wheels networking? Find yourself getting little or no return on networking events? Spending money but rarely *making* money? Do you wish you could make connections with *influencers* who could help you in your career growth? You're not alone. In Aprille's interactive presentation, you'll learn:

- 5-Step System to STOP wasting your time and money and START maximizing both
- Which meetings to attend to get the most bang for your efforts (and of course, your buck)
- How to connect with the influencers in your circles
- What your G.I.F.T. is that you can share to be memorable and be seen as a valuable resource to those you meet
- A simple step-by-step process to turn your "casual" connections into closed business

## About Aprille:

Aprille Trupiano is expertly trained in developing Million Dollar Producers and Leagues of Leaders. Her personal experience working in the financial services industry gives her "boots on the ground insights". A natural born entrepreneur, she's grown nine \$6-Figure & \$7-Figure businesses and spent nearly two decades coaching and growing successful Financial Advisors, Insurance Agents, Mortgage Bankers, Managers and CEO's. Working internationally, Aprille speaks professionally as a keynoter to companies & organizations, leads workshops, facilitates group presentations, leads conference breakout sessions, and maintains an exclusive private coaching practice. She is also a seasoned radio and TV show host and Published Author.

Aprille is described by clients as being bold, straightforward, high energy, vivacious and dedicated. Her talent for engaging people to think outside the ordinary redefines how you see yourself and gets you moving – NOW. Her practical mix of how-to and high dose of inspiration leaves people empowered and effective. Aprille's contagious enthusiasm and powerful presence are guaranteed to keep your participants on the edge of their seats and leave them wanting more!

## Clients are talking about Aprille

*"Aprille's presentation was not only fun, it was helpful. I've taken these principles and put them to work in my business and doing so has changed how, when and where I network. Thank you for helping me make better use of my time and money."*

- J. Love, Financial Planner, The America Group

*"I wish my whole team was there for Aprille's presentation! Instead of the same old predictable seminar, it was a hands-on, put-the-information-to-use session that helped me rethink what it means to network and how to do it better."*

- D. Mehmen, CLF®/Regional Managing Director,  
Principal Financial Group

*"What a refreshing dose of real life strategy. Aprille's presentation wasn't all theory. Instead it was solid business training that I could really use to turn my networking into revenue. I have a much better plan for how to network effectively and get results for it instead of just an invoice for whatever event I attended."*

- L. Boedges, RICP®/CDFA®, Hightower

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## Aprille's Team Development Talk:

### The Hidden Keys to Developing a Million Dollar Producing Team (without having to beg, convince or threaten)

Does it seem like no matter how you motivate them, excite them, incentivize them, they just aren't doing what they say they'll do? No matter what you try...or how they promise...you can't get them to "step up". There IS a better way...an easier, more effective way. Discover a super simple system for getting your Team to produce without having to babysit, beg or bargain to the point of exhaustion, even when you're out on vacation! (yes, vacation!) In Aprille's presentation, learn:

- #1 thing you're NOT doing that's keeping your Team from producing the results (and revenue) you want them to produce (*hint: this one brought one of my clients over \$100,000 in additional net income in just 6 months!*)
- 2 things you need to STOP doing IMMEDIATELY to get your Team to produce more than you expect – without having to beg, threaten or convince them they should (*hint: this one garnered one of my clients over \$150,000 a MONTH in additional revenue in just 10 months! with no extra staff*)
- A super simple step by step system you can use (including the 'cheat sheet') to make sure your Team is producing – even when you're not in the office!

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## Clients are talking about Aprille

*"When I heard Aprille speak, I knew we had to have her present to our whole region. She's no-nonsense, yet she's compassionate to the challenges we face every day. Her presentation made a huge difference for me. When I implemented what she shared with us, Aprille's teachings actually led to my own team producing more while I was away from the office than they had the previous year when I was present. Aprille is the real deal and what she says works!"*

- T. Luechtefeld, State Farm Independent Owner & Leader

*"We brought Aprille in to speak to our group of Producers and she not only entertained them, she got them thinking about their business as the CEO's they need to be. She gave so many real life case studies with real measurable results that mattered most to our Producers. She had them completely enthralled while she gave them important insights as well as steps to execute in their business. Aprille is a valuable asset in our "Super Speaker" arsenal."*

- J. Ablan, VP, Organizational Development, American Equity & WIFS Programming Committee

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## Aprille's Women's Talent Development Talk:

### How to Develop a Culture for Women to Rise to the Top

"When a fish's health is failing, you treat the water it is swimming in...not the fish." (Aprille Trupiano) In order to attract, develop and advance women in financial services, we need to create and nurture an environment where they will be wildly successful and feel fulfilled both at the office and outside the office. In Aprille's presentation, learn:

- 3 major barriers that are blocking women from holding top positions in financial services - not just in the US but around the world.
- #1 thing women need most to rise to the top, stay at the top and lift other women with them as they advance upward
- Actions you can take, starting right away, to create an environment where women (including you!) not only hit sales targets and become high performers but thrive personally in your agency or firm
- Strategies you can use to influence the culture around you, even when you're not the one "in charge" of creating it

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## Clients are talking about Aprille

*"Aprille left every one of our participants wanting more. She understands what women need to hear to be inspired and how to mix that with what they need to know to take action. Many of our workshop participants asked us the same question: "When are we having Aprille back again?! We plan to do that again and again to give our members and guests what they're asking for from us."*

*- K. Hoffman, Founder ESPW (Encouraging, Supporting & Promoting Women)*

*"We hired Aprille to inspire our attendees – and that she did! It's always a Conference Organizer's job to overdeliver so it's critically important to ensure your Presenters do too. Aprille certainly delivers above and beyond our expectations every time. Our attendees continuously raved about how energetic, engaging and informative she was. We'll definitely hire her again to be on our main stage."*

*- T. Naita, National Conference Organizer*

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## Aprille's Top Producer Talk:

### 5 Invaluable Laws of Growth You Can Use to Break Through Your Glass Ceiling

Challenges and change are inevitable...GROWTH is optional. If you want to ensure your career challenges are the stepping stones for becoming a high performer as well as for being fulfilled - in the office and at home - these 5 laws are the most critical principles you need to know and master. In Aprille's presentation, learn:

- How to be in charge of your career, no matter the cultural circumstances or economic climate in your agency/firm
- Attitudes that are holding you back (*hint: not all of them are coming from somewhere or someplace else*)
- Why focusing on "goals" won't necessarily get you where you want to go
- Strategies you can use - right now, right here - to turn any challenge into a stepladder to your extraordinary success

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## Clients are talking about Aprille

"Aprille was simply amazing! Highly valuable and relevant content. Bring her back next year!"

- WIFS National Conference Attendee

"Aprille is very dynamic. She is powerful in front of the room and says the things that need to be said. Her presentation was worth the entire price of the conference!"

- J. Judd, National President, NAIFA

"Aprille's talk was my favorite of the whole Conference. I was so excited to see she was on the Speaker List this year."

- WIFS National Conference Attendee

"Everyone was feverishly taking notes during her presentation as she gave us a blueprint to make our lives easier while building a more profitable business. We're a \$1.25-Billion company headed to being a \$2-Billion company in the next 12 months...and Aprille is our secret weapon to get there!"

- T. Busch Corporate Liaison, USA Mortgage

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