

Did you know? Our latest Producer Toolbox video is all about renewals

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Our Producer Toolbox is a powerful tool, packed with what you need to sell, service and renew your clients. And by now, we hope you're aware that we've developed a series of short Producer Toolbox video tutorials to help you prepare for the upcoming Open Enrollment season and the year ahead. Each video covers a user example that's based on a real-life scenario. We include with it a companion *How To Guide* in a format you can download and print. Our latest video is all about renewals for Individual and Small Group business.

As a reminder, we'll post a new video tutorial each week, along with its *How To Guide*, in your Producer Toolbox. You'll find these under **Sales & Training > Producer Toolbox Tips and Training**. Check out what we have for you this week

1. Individual and Small Group [renewal video](#)
2. Individual renewal [How To Guide](#)
3. Small Group renewal [How To Guide](#)

Miss a week? Don't worry. After videos have been posted, you can watch them at any time in your Producer Toolbox under **Sales & Training > Producer Toolbox Tips and Training**.

This article applies to:

- *Virginia*
- *Small Group and Individual (under 65)*