

SMART Comparitor's Pierian Spring eNewsletter  
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How well educated are we as far as medical terminology is concerned?

I would love to say that we are, but the honest answer is not “very educated”, simply because we are not doctors.

Yes some advisers go to extreme lengths to self-educate themselves, but in reality, they are only scratching the tip of the iceberg.

Diabetes – What Type?

Type 1 Diabetes, also referred to as [juvenile onset diabetes](#), or

Type 2 Diabetes, also referred to as adult-onset [diabetes](#).

Insurance used to be so easy to sell, but it appears that it is becoming harder, because of the extra “medical” knowledge required, as well as the potential threat of litigation.

To hopefully try and help help you demistify Diabetes and what it could mean to your current & future clients, click on the following link to read some interesting facts about this disease [http://www.smartcomparator.com.au/articles/Diabetes\\_facts.pdf](http://www.smartcomparator.com.au/articles/Diabetes_facts.pdf)

This link will explain some of the medical terminology of Diabetes

[http://www.smartcomparator.com.au/articles/Diabetes\\_Terminology.pdf](http://www.smartcomparator.com.au/articles/Diabetes_Terminology.pdf)

We found a great website, that we have been referring our customers to for many years, and have decided to share this with you as we believe it is crucial that we do some research on diseases before we open our mouths, or God forbid, take the word of someone else, and how they will pay for everything, even though their definition states otherwise.

This site is <http://www.mondofacto.com/dictionary/>

Hope you enjoy it as much as our clients do.

Until the next issue, Good Researching and Informed Selling