



MONDAY

12:30 - 1:30 PM	Registration and Lunch
1:30 - 1:45 PM	Welcome & The New Holistic Advisor Innovate Your Practice
1:45 - 2:45 PM	The Four Risks of Retirement Innovate Your Sales Story
2:45 - 3:00 PM	Break
3:00 - 4:00 PM	Crafting a New Holistic Strategy Innovate Your Sales Process
4:00 - 4:30 PM	Innovate Your Leads Acquire Direct
4:30 - 5:00 PM	Sales Process Best Practices Innovate Your Success
5:00 - 6:00 PM	Reception

TUESDAY

7:30 - 8:30 AM	Breakfast
8:30 - 9:30 AM	Maximizing IUL's Benefits Innovate Your Case Design
9:30 - 10:00 AM	Innovate Your Leads White Glove
10:00 - 10:15 AM	Stonewood Innovate Your Success
10:15 - 10:30 AM	Break
10:30 - 11:15 AM	New Holistic Marketing Innovate Your Prospecting
11:15 - Noon	Expanding Your Sales Opportunities Innovate Your Reach
Noon	Close & Q and A



FEBRUARY 27-28