



THURSDAY

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	Five 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

FRIDAY

7:30 – 8:15 AM	Breakfast
8:15 – 9:00 AM	An Actuary's View on Income Planning Innovate Your Plans
9:00 – 9:30 AM	Innovate Your Leads White Glove
9:30 – 9:45 AM	Stonewood Innovate Your Success
9:45 – 10:00 AM	Break
10:00 – 10:45 AM	New Holistic Marketing Innovate Your Prospecting
10:45 – 11:15 AM	Innovate Your Leads Silloet
11:15 – Noon	Expanding Your Sales Opportunities Innovate Your Reach
Noon	Close & Q and A



OCTOBER 26-27