

**17th Annual National Advisor Conference – September 12, 13, 14, 2016
Las Vegas, NV – Tuscany Suites & Casino, 255 East Flamingo Road**

Monday September 12, 2016	Tuesday September 13, 2016	Wednesday September 14, 2016
7:45 AM Sharp – 8:00 AM Official Welcome – Mr. Oscar Goodman , Chair of Las Vegas Convention & Visitors Authority Opening Remarks – Mr. Mike Englert	7:45 AM Sharp – 8:00 AM Daily Announcements – Mr. Mike Englert	7:45 AM Sharp – 8:00 AM Daily Announcements – Mr. Mike Englert
8:00 AM – 8:50 AM How to Read Your Client’s Mind Dr. Kerry Johnson <i>Sponsored by www.kerryjohnson.com</i>	8:00 AM – 8:50 AM Operating a Dual License Business: Insurance & Private Investments Mr. Craig Skauge & Dr. Maria Lizak <i>Sponsored by Olympia Trust & NEMA</i>	8:00 AM – 8:50 AM Stretching Your Business to New Heights Mr. Lenny Kerman & Ms. Colleen McKay <i>Sponsored by Financial Sales Authority</i>
9:00 AM – 9:50 AM Structured Settlement Annuities for Accident Victims. Earn Commissions and Build New Relationships with Lawyers Mr. Doug Mitchell <i>Sponsored by Structured Settlements Group Inc.</i>	9:00 AM – 9:50 AM Discover How to Access a Global Market Despite the Current Global Business and Financial Environment Mr. Peter Zipper <i>Sponsored by Caye International Bank</i>	9:00 AM – 9:50 AM Ready to Retire or Grow Your Business? A New Approach to Buying, Selling and Financing Books of Business Mr. William McNarland <i>Sponsored by The Book Xchange</i>
10:00 AM – 10:50 AM Tag...You are It. Chasing the Millennial Dollar Mr. Rob Carter <i>Sponsored by iA Financial Group</i>	10:00 AM – 10:50 AM Bank On Yourself- Fire Your Banker, Bypass Bay Street and Take Control of Your Own Financial Future Mr. Stephen Devlin <i>Sponsored by Bank on Yourself</i>	10:00 AM – 10:50 AM The other TFSA - Home Equity and Tax-Free Income in Retirement Mr. Patrick Gill & Ms. Lysa Fitzgerald <i>Sponsored by Manulife Bank</i>
11:00 AM – 11:50 AM The Value Equation and You Mr. Peter Wouters <i>Sponsored by Empire Life</i>	11:00 AM – 11:50 AM A Simplified Approach to Evolution of Risk Assessment Mr. Ayal Alalouf <i>Sponsored by Canada Protection Plan</i>	11:00 AM – 11:50 AM Travel Insurance, A Necessity! Ms. Kristina van der Wal Sponsored by Travelance
12:00 Noon – 12:50 PM Give Us Your Sick and Wounded. Mr. Shelden Smollan <i>Sponsored by Specialty Life</i>	12:00 Noon – 12:50 PM A Sales Strategy - “Its More Than Just Life Insurance” Mr. Don Hart <i>Sponsored by IDC Worldsource</i>	12:00 Noon – 12:50 PM A Game of Thrones: How To Turn Our Most Imminent Threat Into Our Most Promising Opportunity Mr. Rod Burylo <i>Sponsored by Croft Financial Group</i>
1:00 PM – SCAN out and adjourn	1:00 PM - SCAN out and adjourn	1:00 PM – SCAN out and adjourn

Agenda and order of presentations subject to change