

**20th Annual National Advisor Conference – September 9, 10, 11, 2019
Las Vegas, NV – Tuscany Suites & Casino, 255 East Flamingo Road**

Monday September 9, 2019	Tuesday September 10, 2019	Wednesday September 11, 2019
<p>7:45 AM Sharp – 8:00 AM Official Welcome – Mr. Oscar Goodman, Host Committee Chairman of the Las Vegas Convention and Visitors Authority Opening Remarks – Mr. Mike Englert</p>	<p>7:45 AM Sharp – 8:00 AM Daily Announcements – Mr. Mike Englert</p>	<p>7:45 AM Sharp – 8:00 AM Daily Announcements – Mr. Mike Englert</p>
<p>8:00 AM – 8:50 AM Five Strategies for Optimal Performance Mr. Jim Ruta <i>Sponsored by Jim Ruta Advisorcraft</i></p>	<p>8:00 AM – 8:50 AM Is There A Storm Coming? Recession Resistant Investment Strategies in Private Equity Mr. Eric Hansen <i>Sponsored by Raintree Corporate Finance</i></p>	<p>8:00 AM – 8:50 AM “The Healthy and Wealthy Corner” Longevity and How It Will Impact Your Clients Financial Planning. Ms. Jaclyn Nemethy & Mr. John Thanos <i>Sponsored by iA Excellence</i></p>
<p>9:00 AM – 9:50 AM The 3 Per Cent Solution Mr. Mike Amo <i>Sponsored by iA Financial Group</i></p>	<p>9:00 AM – 9:50 AM A Better Way to Do Business...Part 1: Express Elite - A Healthy Opportunity for Growth Mr. Ayal Alalouf <i>Sponsored by Canada Protection Plan</i></p>	<p>9:00 AM – 9:50 AM <i>Addressing Conflicts of Interest</i> Mr. Bob Watt <i>Sponsored by Business Career College (Valid for Ethics Credit for AIC, ICM, ICS, FP Canada and Advocis)</i></p>
<p>10:00 AM – 10:50 AM The Inspirational Tipping Point Mr. Simon Reilly <i>Sponsored by Leading Advisor Inc.</i></p>	<p>10:00 AM – 10:50 AM Wealth Protection & Transfer Using Life Insurance Mr. Alex Lekas & Mr. Qayam Lalji <i>Sponsored by iA Investment Management</i></p>	<p>10:00 AM – 10:50 AM <i>“Green Calling for Group Insurance” How to get into the lucrative Business Insurance Market</i> Mr. Mike Danks <i>Sponsored by Countrywide Insurance Group</i></p>
<p>11:00 AM – 11:50 AM Having a New Conversation to Increase Your Book of Business Mr. Perry Wong <i>Sponsored by Juggernaut Financial Corporation</i></p>	<p>11:00 AM – 11:50 AM Manulife Bank’s 2019 Canadian Debt Survey... And Solutions to Add Value to Your Practice Ms. Lysa Fitzgerald <i>Sponsored by Manulife Bank</i></p>	<p>11:00 AM – 11:50 AM Using ScoreUp, the Value Proposition to Build Loyalty with Your Clients. How to Use Digital Marketing to Promote Your Brand and Build Your Database Mr. Raymond Young <i>Sponsored by Lifestyles Management Inc.</i></p>
<p>12:00 Noon – 12:50 PM PainFREE Prospecting - The Top Client Acquisition Strategies for World-Class Advisors Mr. Daniel Collison <i>Sponsored by Advice2Advisors</i></p>	<p>12:00 Noon – 12:50 PM The New Landscape for Advising Practices and the Impact for Succession Mr. Mark Taucar & Mr. Enzo Calamo <i>Sponsored by Accilent Capital Management Inc.</i></p>	<p>12:00 Noon – 12:50 PM The Evolution of the Financial Services Representative: From Smiling and Dialing Salesman to Trusted, Knowledgeable Financial Professional. Mr. Mike Englert <i>Sponsored by Canadian Initiative for Elder Planning Studies</i></p>
<p>1:00 PM – SCAN out and adjourn</p>	<p>1:00 PM - SCAN out and adjourn</p>	<p>1:00 PM – SCAN out and adjourn</p>