

**21st Annual National Advisor Conference – August 22, 23, 24, 2022
Las Vegas, NV – Tuscany Suites & Casino, 255 East Flamingo Road**

Monday August 22, 2022	Tuesday August 23, 2022	Wednesday August 24, 2022
7:45 AM Sharp – 8:00 AM Official Welcome – TBA Opening Remarks – Mike Englert BA, B.Ed., EPC	7:45 AM Sharp – 8:00 AM Daily Announcements – Mike Englert BA, B.Ed., EPC	7:45 AM Sharp – 8:00 AM Daily Announcements – Mike Englert BA, B.Ed., EPC
8:00 AM – 8:50 AM Building Bigger & Better: Growth Strategies of Top-Producing Financial Advisors Daniel Collison BA, CFP, TEP <i>Sponsored by Advice2Advisors</i>	8:00 AM – 8:50 AM Selling CI Through Story Telling Patrick Kocmiel <i>Sponsored by iA Financial Group (Living Benefits Division)</i>	8:00 AM – 8:50 AM Business Owners and Estate Planning: Is There a Role for Life Insurance-Based Solutions? Peter Wouters RFG, CPCA, AIAA, ARP, TEP, FLMI, RHU (U.S.), CFP, CLU, CHFC, ACS, ALHC, CHS, EPC, AFSI <i>Sponsored by Canadian Initiative for Elder Planning Studies.</i>
9:00 AM – 9:50 AM Create Retirement Income for Your Self-Employed Client's Using Corporate Owned IRS. Qayam Lalji, BSc <i>Sponsored by iA Financial Group (Individual Insurance Sales and Marketing)</i>	9:00 AM – 9:50 AM <i>The Foresters Advantage: Life Insurance with a Larger Purpose</i> Joe Belec CFP <i>Sponsored by Canada Protection Plan (a Foresters Financial Company)</i>	9:00 AM – 9:50 AM <i>Seniors and Technology: Lessons Learned from the Shift to Virtual Selling</i> Amanda Richards BA CPCA, EPC <i>Sponsored by Chartwell Retirement Residences</i>
10:00 AM – 10:50 AM 11 Key Strategies to Master Relationship Building with the Adult Children of your Higher-Net-Worth Clients Simon Reilly <i>Sponsored by Leading Advisor Inc.</i>	10:00 AM – 10:50 AM Having a New Conversation to Increase Your Insurance Book of Business Perry Wong CPA, CA <i>Sponsored by Juggernaut Financial Corp</i>	10:00 AM – 10:50 AM Unleashing The Power of Your Pension! Alex Lekas, B. A. Econ, CFP <i>Sponsored by iA Financial Group (Wealth Management Division)</i>
11:00 AM – 11:50 AM Getting into The Business Insurance Market and Building A Million Dollar Business Mr. Michael Danks CLU, AIIC, EPC <i>Sponsored by Countrywide Insurance Group</i>	11:00 AM – 11:50 AM The Economic Impact of Foreign Recruitment and How it Can Help You Increase Your Business Mr. Scott Boyle CHS <i>Sponsored by Guardian Caregiving</i>	11:00 AM – 11:50 AM <i>Advisor Services: Group MGA a One-Stop-Shop</i> Domenico (Dom) Colussi CLU, CFP & Neil Iddon <i>Sponsored by ASSOCIUM Benefits</i>
12:00 Noon – 12:50 PM How to Integrate the Insight from the Icons - And Become the Agent of Your Dreams Jim Ruta BA, RHU, EPC & Van Mueller LUTCF, LACP <i>Sponsored by AdvisorCraft</i>	12:00 Noon – 12:50 PM Are You Part of The Family? How to Avoid the Pitfalls of the \$1 Trillion Wealth Transfer! Lysa Fitzgerald CFP & Victor Stranges BBA <i>Sponsored by Manulife Bank</i>	12:00 Noon – 12:50 PM <i>The Grey Wave: How to Capitalize on the Succession Tsunami</i> Rod Burylo CIM, FCSI <i>Sponsored by Pinnacle Accounting & Finance</i>
1:00 PM – SCAN out and adjourn	1:00 PM - SCAN out and adjourn	1:00 PM – SCAN out and adjourn

Agenda and times subject to change