22ND Annual National Advisor Conference – September 18-20, 2023
Las Vegas, NV – Tuscany Suites & Casino, 255 East Flamingo Road

Monday September 18, 2023	Tuesday September 19, 2023	Wednesday September 20, 2023
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 – 9:00 AM Building Bigger & Better: How Estate Planning Grows Your Business and Serves Your Clients **Daniel Collison BA, CFP, TEP** *Sponsored by Advice2Advisors*	**8:00 AM – 9:00 AM** Mastering the Art of Building Your Business **Raymond Young** *Sponsored by LMI Financial Group*	**8:00 AM – 9:00 AM** Tax And Estate Planning Leveraging The Use Of Life Insurance As An Asset Class **Peter Wouters RFG., AIAA., ARP., TEP., FLMI., RHU., CFP., CLU., CHFC., ACS., ALHC., CPCA., CHS., AFSI., EPC,** *Sponsored by Canadian Initiative for Elder Planning Studies*
9:00 AM – 10:00 AM Participating Life Insurance As A Liquid Asset **Alex Lekas B. A. Econ, CFP** *Sponsored by iA Financial Group (Individual Insurance Sales and Marketing)*	**9:00 AM – 10:00 AM** Retirement Planning – Diversify Your Approach to Maximize Results **Ayal Alalouf & Zainab Sheikh** *Sponsored by Canada Protection Plan (a Foresters Financial Company)*	**9:00 AM – 10:00 AM** Proactive Planning for Changing Care Needs: A Practical Approach for Senior Clients **Amanda Richards BA CPCA, EPC** *Sponsored by Chartwell Retirement Residences*
10:00 AM – 11:00 AM The Positive Impact Of Adding Living Benefits To Your Portfolio **Robert Watson & Perry Wong CPA, CA** *Sponsored by Combined Insurance*	**10:00 AM – 11:00 AM** The NEW conversation about Money, Wealth and Worth **Richard Dolan** *Sponsored by The Institute of Financial Life Professionals.*	**10:00 AM – 11:00 AM** Following the Smart Money Managers – A Value Add Partnership Proposal **Klint Rodgers & Brian Fraser CIM** *Sponsored by Axcess Capital Advisors & Centurion Asset Management*
11:00 AM – 12 Noon Creating Client Conversations About Debt, Spending And Insurance Lending **Lysa Fitzgerald CFP & Victor Stranges** *Sponsored by Manulife Bank*	**11:00 AM – 12 Noon** Critical Illness As A Retirement Strategy And Introduction To The Shared Ownership Concept. **John Thanos** *Sponsored by iA Financial Group (Living Benefits Division)*	**11:00 AM – 12 Noon** Using IA Par Product In An Insured Retirement Strategy **Patrick Kocmiel** *Sponsored by iA Financial Group (Individual Life)*
12:00 Noon – 1:00 PM 5 Sure Fire Ways To Get More Prospects And Appointments, And How to Sell Your Products Like Van Sells His! **Jim Ruta BA RHU EPC & Van Mueller LUTCF, LACP** *Sponsored by Advisorcraft Media & SOLIS*	**12:00 Noon – 1:00 PM** The Life Insurance Business and You! If I knew then, what I know now! **Don Xavier** *Sponsored by Don Xavier Academy*	**12:00 Noon – 1:00 PM** Positioning Your Practice For The 51%: What Women Really Want From Their Financial Professional **Lisa Elle FCSI, CFP, CCS, RIS, CHS, CPCA, EPC** *Sponsored by Ellements Financial Group*
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.