



**22ND Annual National Advisor Conference Trade Show & Breakout Sessions
September 18-20, 2023**

Monday September 18, 2023 <i>Only choose one presentation between the 2 breakouts for each time slot</i>		Tuesday September 19, 2023 <i>Only choose one presentation between the 2 breakouts for each time slot</i>	
<p align="center">2:00 PM – 3:00 PM Main Meeting Room – Florentine C/D # 1</p> <p>The Impact of Living Benefits on the Financial Security of Your Clients Monica Fortney & Perry Wong CPA, CA <i>Sponsored by Combined Insurance</i></p>	<p align="center">2:00 PM – 3:00 PM Florentine B Room – Behind Main Meeting Room # 2</p> <p>Why People Don't Buy Insurance . . . and What to Do About It Daniel Collison BA, CFP, TEP <i>Sponsored by Advice2Advisors</i></p>	<p align="center">2:00 PM – 3:00 PM Main Meeting Room – Florentine C/D # 7</p> <p>Disability Tax Credit and the RDSP Peter Curtis <i>Sponsored by Benefits2</i></p>	<p align="center">2:00 PM – 3:00 PM Florentine B Room – Behind Main Meeting Room # 8</p> <p>Simplifying Your Business With Foresters' Online eApp – InsuranceAssist Ayal Alalouf & Zainab Sheikh <i>Sponsored by Canada Protection Plan (a Foresters Financial Company)</i></p>
<p align="center">3:00 PM – 4:00 PM Main Meeting Room – Florentine C/D # 3</p> <p>Corporate Insurance Concepts: Insurance for Business Owners Qayam Lalji, BSc <i>Sponsored by iA Financial Group</i></p>	<p align="center">3:00 PM – 4:00 PM Florentine B Room – Behind Main Meeting Room # 4</p> <p>How To Build, Operate And Transition To A Successful Advisory Practice In Today's Ever Changing Environment Chris Boyle <i>Sponsored by Legacy Financial Group Ltd.</i></p>	<p align="center">3:00 PM – 4:00 PM Main Meeting Room – Florentine C/D # 9</p> <p>90 Day Blitz: A 90 Day Action Plan to Grow Your Business Raymond Young <i>Sponsored by LMI Financial Group</i></p>	<p align="center">3:00 PM – 4:00 PM Florentine B Room – Behind Main Meeting Room # 10</p> <p>Improving Your Estate Planning Offering with a Multi-Disciplinary Team Approach: "The whole is greater than its sum of its parts." Dale Barrett & Dominic Colussi CFP, CLU <i>Sponsored by Barrett Tax Law</i></p>
<p align="center">4:00 PM – 5:00 PM Main Meeting Room – Florentine C/D # 5</p> <p>The Van and Jim Advisor Development Hotseat – 100 Years at 100 Degrees Jim Ruta BA RHU EPC & Van Mueller LUTCF, LACP <i>Sponsored by Advisorcraft Media & SOLIS</i></p>	<p align="center">4:00 PM – 5:00 PM Florentine B Room – Behind Main Meeting Room # 6</p> <p>Creating Extraordinary Wealth For Ordinary People. Double Insurance Sales By Attracting Real Estate Investors? Christian Dy B.Sc., B.Ed., MA, MBA <i>Sponsored by Latitude West Financial</i></p>	<p align="center">4:00 PM – 5:00 PM Florentine B Room – Behind Main Meeting Room #11</p> <p><i>CENTURION: Supply-Demand Imbalance Presents Opportunity for Canada's Largest Private Apartment REIT as Another Investment Class</i> Brian Fraser, CIM <i>Sponsored by Centurion Asset Management</i> "NO CE FOR THIS ONE"</p>	<p align="center">Please note time - 5:15 PM – 6:00 PM Main Meeting Room – Florentine C/D # 12</p> <p>Best Practices for the New Financial Life Planning Conversation Richard Dolan <i>Sponsored by The Institute of Financial Life Professionals.</i> A Very Special Meet n Greet Breakout Session "Richard will buy the 1st Round".</p>
5:00 PM – Enjoy Your Stay in Las Vegas		5:00 PM – Enjoy Your Stay in Las Vegas	

Did you know that you could win \$500 USD by attending the optional BREAKOUTS?

Agenda and times subject to change