

**22<sup>ND</sup> 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
<b>7:45 AM Sharp – 8:00 AM</b> Opening Remarks – <b>Mike Englert BA, B.Ed., EPC</b>	<b>7:45 AM Sharp – 8:00 AM</b> Daily Announcements – <b>Mike Englert BA, B.Ed., EPC</b>	<b>7:45 AM Sharp – 8:00 AM</b> Daily Announcements – <b>Mike Englert BA, B.Ed., EPC</b>
<b>8:00 AM – 9:00 AM</b> Building Bigger & Better: How Estate Planning Grows Your Business and Serves Your Clients <b>Daniel Collison BA, CFP, TEP</b> <i>Sponsored by Advice2Advisors</i>	<b>8:00 AM – 9:00 AM</b> Mastering the Art of Building Your Business <b>Raymond Young</b> <i>Sponsored by LMI Financial Group</i>	<b>8:00 AM – 9:00 AM</b> Tax And Estate Planning Leveraging The Use Of Life Insurance As An Asset Class <b>Peter Wouters RFG., AIAA., ARP., TEP., FLMI., RHU., CFP, CLU., CHFC., ACS., ALHC., CPCA., CHS., AFSI., EPC,</b> <i>Sponsored by Canadian Initiative for Elder Planning Studies</i>
<b>9:00 AM – 10:00 AM</b> Participating Life Insurance As A Liquid Asset <b>Alex Lekas B. A. Econ, CFP</b> <i>Sponsored by iA Financial Group (Individual Insurance Sales and Marketing)</i>	<b>9:00 AM – 10:00 AM</b> Retirement Planning – Diversify Your Approach to Maximize Results <b>Ayal Alalouf &amp; Zainab Sheikh</b> <i>Sponsored by Canada Protection Plan (a Foresters Financial Company)</i>	<b>9:00 AM – 10:00 AM</b> Proactive Planning for Changing Care Needs: A Practical Approach for Senior Clients <b>Amanda Richards BA CPCA, EPC</b> <i>Sponsored by Chartwell Retirement Residences</i>
<b>10:00 AM – 11:00 AM</b> The Positive Impact Of Adding Living Benefits To Your Portfolio <b>Robert Watson &amp; Perry Wong CPA, CA</b> <i>Sponsored by Combined Insurance</i>	<b>10:00 AM – 11:00 AM</b> The NEW conversation about Money, Wealth and Worth <b>Richard Dolan</b> <i>Sponsored by The Institute of Financial Life Professionals.</i>	<b>10:00 AM – 11:00 AM</b> Following the Smart Money Managers – A Value Add Partnership Proposal <b>Klint Rodgers &amp; Brian Fraser CIM</b> <i>Sponsored by Axxess Capital Advisors &amp; Centurion Asset Management</i>
<b>11:00 AM – 12 Noon</b> Creating Client Conversations About Debt, Spending And Insurance Lending <b>Lysa Fitzgerald CFP &amp; Victor Stranges</b> <i>Sponsored by Manulife Bank</i>	<b>11:00 AM – 12 Noon</b> Critical Illness As A Retirement Strategy And Introduction To The Shared Ownership Concept. <b>John Thanos</b> <i>Sponsored by iA Financial Group (Living Benefits Division)</i>	<b>11:00 AM – 12 Noon</b> Using IA Par Product In An Insured Retirement Strategy <b>Patrick Kocmiel</b> <i>Sponsored by iA Financial Group (Individual Life)</i>
<b>12:00 Noon – 1:00 PM</b> 5 Sure Fire Ways To Get More Prospects And Appointments, And How to Sell Your Products Like Van Sells His! <b>Jim Ruta BA RHU EPC &amp; Van Mueller LUTCF, LACP</b> <i>Sponsored by Advisorcraft Media &amp; SOLIS</i>	<b>12:00 Noon – 1:00 PM</b> The Life Insurance Business and You! If I knew then, what I know now! <b>Don Xavier</b> <i>Sponsored by Don Xavier Academy</i>	<b>12:00 Noon – 1:00 PM</b> Positioning Your Practice For The 51%: What Women Really Want From Their Financial Professional <b>Lisa Elle FCSI, CFP, CCS, RIS, CHS, CPCA, EPC</b> <i>Sponsored by Ellements Financial Group</i>
<b>1:00 PM – SCAN out and adjourn</b>	<b>1:00 PM - SCAN out and adjourn</b>	<b>1:00 PM – SCAN out and adjourn</b>

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*Agenda and times subject to change.*