



THURSDAY

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| 12:00 – 1:30 PM | Registration and Lunch |
| 1:30 – 1:45 PM | Welcome & The New Holistic Advisor Innovate Your Practice |
| 1:45 – 3:00 PM | The Four Risks of Retirement Innovate Your Sales Story |
| 3:00 – 3:15 PM | Break |
| 3:15 – 4:15 PM | Crafting a New Holistic Strategy Innovate Your Sales Process |
| 4:15 – 4:45 PM | Innovate Your Leads Acquire Direct |
| 4:45 – 5:00 PM | 1st Day Close & Q and A |
| 5:00 – 6:00 PM | Reception |

FRIDAY

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| 7:30 – 8:30 AM | Breakfast |
| 8:30 – 9:45 AM | Maximizing IUL's Benefits Innovate Your Case Design |
| 9:45 – 10:15 AM | Innovate Your Leads Leading Response |
| 10:15 – 10:30 AM | Break |
| 10:30 – 11:15 AM | New Holistic Marketing Innovate Your Prospecting |
| 11:15 – Noon | Expanding Your Sales Opportunities Innovate Your Reach |
| Noon | Close & Q and A |



SEPTEMBER 22-23, 2022