



CREATING OPPORTUNITIES

BRIDGEFORCE 2013 PROFESSIONAL DEVELOPMENT DAYS

Paramount Conference Centre (Monday, April 22, 2013)	
7:30am - 8:00am	Breakfast & Registration
8:00am - 8:45am	Joe Tari La Capitale Mortgage insurance concept
8:45am - 9:30am	Rick Annaert Manulife Financial The value of advice
9:30am - 10:15am	Joseph Trozzo RBC Insurance The importance of protecting your client's lifestyle
10:15am - 11:00am	Andrea Hampton BMO Insurance Making the most of the UL opportunity
11:00am - 11:45am	Max Mahardi Ontario Blue Cross Simplified issue products: The new trend
11:45am - 12:30pm	Lunch
12:30pm - 2:00pm	Paul Karasik Sponsored by Empire Life Achieving peak performance: The art & science of winning
2:30pm - 3:15pm	Helen Chow Sun Life Financial Money for life & the 5 stages of care
3:15pm - 4:15pm	Mike Pickering Foresters Insurance Trusted advisor workshop
Paramount Conference Centre (Tuesday, April 23, 2013)	
7:30am - 8:00am	Breakfast & Registration
8:00am - 8:45am	Sandra Napoletano Canada Life Corporate partial surrender: Achieving tax efficiency
9:30am - 10:15am	Fazal Wadud & Kim Montgomery Transamerica Life Evolution or revolution: The inside track on underwriting
10:15am - 11:00am	John Shayer SSQ Insurance Capitalizing on today's insurance reality
11:00am - 12:00pm	Steve Kambasis Watermark Insurance Services Ask an underwriter program & how to best package your case
12:00pm - 12:45pm	Lunch
12:45pm - 2:15pm	Brian Thwaites Brain Trainer Brains for sales
2:15pm - 3:00pm	Kathryn Bennett Desjardins Financial Security Retirement planning with RRSPs & RRIFs
3:00pm - 4:15pm	Debra Schreiber Equitable Life Packaging a gift for their future: Whole life with guaranteed funding

REDEFINING AN INDUSTRY