



Reach for the Gold GSG Conference Agenda

Thursday, July 31, 2008	
12:00 pm to 1:00 pm	Lunch – Opening Ceremonies: One World, One Dream
1:00 pm to 2:00 pm	Retirement Blueprint - Tom Pistole, Sun Life Financial
2:00 pm to 2:45 pm	The Gold Medal Panel: Insurance (moderator – Carl Stern - Imeriti, Inc. with Mike Alexander, Leonard Thomas & Gene Kelly)
2:45 pm to 3:30 pm	Compliance Proof your Practice Panel from CUSO Financial Services, L.P. (Nick Contristan, Reed Johnson, Richard Trang, Erik Canedy, Monica Daggs)
3:30 pm to 3:45 pm	Break
3:45 pm to 4:45 pm	The Case Study Relay
4:45 pm to 5:30 pm	Marketing for the Gold - Discussion led by Reagan Grimes
6:00 pm to 8:00 pm	Scavenger Hunt and Dinner, sponsored by Sun Life Financial
Friday, August 1, 2008	
7:30 am to 8:00 am	Breakfast of Champions
8:00 am to 9:00 am	Carry the Torch through Fee Base Discussion: Chuck Prather, Michael Guthrie, Alan Romero, Paul Stevick. <i>Cynthia Pollard - moderator</i>
9:00 am to 9:15 am	Break
9:15 am to 10:15 am	Panel Discussion: Market Volatility - Lincoln Financial, AXA, and Pac Life (Jason Wolf)
10:15 am to 11:00 am	More than Money: Helping your Clients Plan the Rest of their Retirement – Keith Weber, Weber Consulting Group, LLC
11:00 am to 12:00 pm	Lunch
12:00 pm to 12:45 pm	Making the U-Turn: <i>Transitioning from investing for to income in Retirement</i> - Doug Davidson, Allstate
12:45 pm to 1:30 pm	Advise for a Fee Mark Carpenter, Midwest Financial CU and Tom Ostrand, Gateway Services Group
1:30 pm to 1:45 pm	Break
1:45 pm to 2:45 pm	Marketing Solutions for Financial Professionals – Nathan Maldonado, Emerald Publications
2:45 pm to 3:45 pm	Closing Ceremonies - Awards