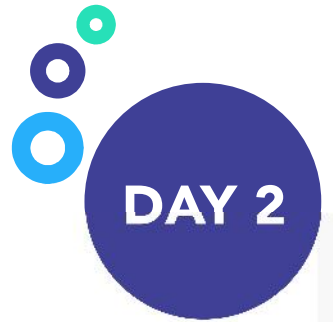


# Agenda



- 8:00-8:15 WELCOME AND  
OPENING REMARKS  
Frantz Widmaier
- 8:15-9:15 FIVE THREATS FAs MUST OVERCOME TO GROW  
Bill Good
- 9:15-10:15 \$100M IN A YEAR: How to Build Unstoppable Momentum  
Rob Rose
- 10:15-10:30 BREAK
- 10:30-11:30 GROWTH HACKING: Building a Prospecting Pipeline with Digital  
Marketing  
Justin Wood & Pedro Martheyn
- 11:30-1:00 LUNCH  
Breakout "Lunch and Learn" sessions for attendees that registered  
Gourmet Food Trucks
- 1:00-2:00 THE SCIENCE OF CLOSING  
Craig Moser
- 2:00-3:00 HOW TO SELL TO HNW PROSPECTS  
Neil McPeak Jr
- 3:00-3:15 BREAK
- 3:15-4:25 HOW TO DOMINATE YOUR MARKET IN THREE YEARS  
Rhonda Ferguson
- 4:25-4:30 ANNOUNCEMENTS AND ADJOURN FOR THE EVENING  
Frantz Widmaier



8:00-8:15	<b>RECAP OF DAY 1 AND SPEAKER INTRO</b> Frantz Widmaier
8:15-9:15	<b>HOW TO GROW WITHOUT PROSPECTING</b> Ray Dunlap
9:15-10:15	<b>TURNING YOUR TEAM INTO A MACHINE FOR GROWTH</b> Michele Tellstone
10:15-10:30	<b>BREAK</b>
10:30-11:30	<b>PANEL: All Your Sales &amp; Marketing Questions Answered</b> Six Top Producers
11:30-12:30	<b>LUNCH</b> Gourmet Food Trucks
12:30-1:15	<b>SOCIAL PROSPECTING: How to Grow Using Social Media and Events</b> Steve Robbins & Lisa Avenevoli
1:15-2:15	<b>BUILDING CENTERS OF INFLUENCE: The Key to Unlocking Referrals</b> Chad Henry
2:15-3:30	<b>FINAL REMARKS AND ADJOURN</b>