

Schedule of Events



Thursday, July 16

- 9:00 am **Welcome**
- 9:30 am **David Seitzer - Project Veteran Aid**
Project Veteran Aid was established as a community service, to assist veterans and their families in understanding the value of VA benefits available. Today, over 100 local adult senior communities have utilized David's educational workshops, and he now spends a great deal of time speaking on a national level assisting veteran populations nationwide.
- 10:30 am **Break**
- 10:45 am **Dave Glisczynski - Glisczynski and Associates**
Dave attributes his success to keeping things simple and a systematic approach to sales that is unique to the industry. He believes small things can make a big difference and has built his practice on strong relationships and operating with the highest integrity.
- 12:00 pm **Lunch**
- 1:00 pm **Jon Illig - Booming Income**
FIG's Booming Income can equip you with everything you need to successfully incorporate retirement income planning services into your practice. Learn how our system can position you as the trusted income planning advisor and navigate your clients out of the red zone and into the retirement green zone.
- 2:00 pm **Paula Albertson - Albertson Financial Group**
The strength of Paula's business is that everything she does is for the benefit of building a quality relationship with her clients. Paula believes gender is irrelevant to being successful as an independent producer and enjoys helping other producers build their business.
- 3:00 pm **Break**
- 3:15 pm **Scott Olson - LTC Revolution**
Having experienced Long-Term Care on a personal level, Scott is attune to the effects a Long-Term Care event can have on one's family and finances. A Long-Term Care Specialist, Scott has trained and developed agents to use his innovative approach to selling LTCi to consumers. In addition, he has helped design and introduce our newest program to our agents - LTC Revolution.
- 4:15 pm **Richard Berry - Berry Financial Group**
Richard's story is so unique because it is so ordinary. Anyone who has ever worked in the financial industry can identify with and be motivated by his experiences. Richard's business and personal life reflect his core belief that success comes from the four "F's" – faith, family, finances, and fitness.
- 5:15 pm **Cocktails**
- 6:00 pm **Dinner**

Friday, July 17

- 9:00 am **Welcome**
- 9:15 am **Regulus Advisors, LLC**
With the launch Regulus Advisors, FIG has positioned ourselves as the fully encompassing financial services firm for the independent producer and registered representative. With over 40 years of combined broker dealer management experience, independent advisors may now feel the security of an IMO and a BD that understands both segments of business.
- 10:15 am **Break**
- 10:30 am **Denny Southern - American Equity**
American Equity prides themselves in exceptional customer service and full line of tax-deferred products. Their goal is to help producers attain a better standard of living through the purchase of their products.
- 11:30 am **Wrap-Up**
- 11:45 am **Lunch**
- 12:30 pm **FIG Office Tour** (Transportation Provided)