FINANCIAL INDEPENDENCE GROUP

2012 SALES SYMPOSIUM

FEBRUARY 8-10 CHARLOTTE, NC

DAY 1 & 2 PLAYBOOK

Wednesday, February 8th

1:00pm Registration and check in

2:00pm 2012 Symposium Tip-off in the Grand Ballroom

2:45pm Patrick Kuhse- Speaking with high energy and passion, Patrick has the remarkable ability of capturing and holding an audience's attention. He became an expert on ethics the hard way - by taking part in his own criminal acts and suffering the consequences.

3:45pm Matt Anderson- He is a regular contributing author to the foremost web resource for financial advisors: www.Horsesmouth.com and had been published in National Association of Insurance and Financial Advisors' Advisor Today and www.advisortoday.com & author of the book *Fearless Referrals™ - How to Ask in a Way That's Comfortable for YOU and Market Yourself For Free*.

4:45pm Break

5:00pm Scott Keffer- An internationally-recognized financial educator, speaker and lecturer, whom you may have seen interviewed by Bill Flanagan on KDKA TV's Sunday Business Page and on Eleanor Schano's AgeWise program on PBS.

6:00pm 2011 Personal Profit Sharing Distribution Presentations.

7:00pm Cocktails, Dinner and Evening Entertainment at the Westin

Thursday, February 9th

7:30am Breakfast in Providence Ballroom

8:30am 2012 Symposium Tip-off Day 2 in the Grand Ballroom

8:45am Bart Basi- A specialist in the areas of financial analysis, taxation, business valuation, estate and succession planning for closely held and family businesses. He has written several books, over 200 articles, and has worked with hundreds of businesses and associations.

9:45am Break

10:00am Randy Schwantz- President of The Wedge Group, Strategic Coach, Leading Innovator, International Best Selling Author and an Engaging Motivational Speaker.

12:00pm Lunch in Providence Ballroom

1:00pm Top Producer Panel

2:30pm Break

2:45pm Tom Hegna- He is a popular industry speaker, having spoken at the MDRT Boomertirement Roadshows, the National NAIFA Convention and the Society of Financial Service Professionals National Forum meetings, as well as numerous local association meetings.

4:15pm Break

4:30pm Charlotte Bobcats Time Warner Arena Extravaganza featuring Jay Bilas, ESPN Commentator He is one of basketball's strongest voices. He joined ESPN as a college basketball analyst in 1995 and today serves as game and studio analyst, working more than 40 games a season and co-hosting ESPN's popular road show, College GameDay.

FINANCIAL INDEPENDENCE GROUP 2012 SALES SYMPOSIUM

FEBRUARY 8-10 CHARLOTTE, NC

DAY 3 PLAYBOOK

Friday, February 10th

7:00am Breakfast in Providence Ballroom

8:00am - 12:00pm Breakout Sessions in the Grand Ballroom

FIG Mentor Program with Richard Berry
Build an empire as a safe money expert with this ultimate FIA marketing and selling business model.

FIG Mentor Program with Curtis Cloke / Booming Income with Bruce Widbin
Income planning and estate planning super producer that will show you how to position income for your clients using the Booming Income System. Become the complete Income and Financial Planning Specialist utilizing cutting edge techniques and innovative software.

Affluent Client Strategies with Rao Garuda
Affluent Client Strategies division is designed to assist you in identifying, designing and ultimately closing advanced insurance cases with your affluent prospects and clients. Not only will you receive the same product and underwriting expertise you've become accustomed to at FIG, but you'll also receive hands on point of sale assistance from some of FIG's top insurance producers.

Winning with CPA's with Brandon Stuerke
FIG has partnered with Brandon Stuerke to bring you a proven program to show you how to gain access to all of the CPA's clients without having to rely on the CPA to refer you. This program brings value to the CPA by providing unique marketing tools and support to help them grow their business that they otherwise would not have access to.

The Practice with Jeff Bucher
Learn how Jeff Bucher has transformed his business and skyrocketed his annuity sales by simply adding managed money into his practice! Jeff will show you how to become a more complete advisor and how to build your business by leaps and bounds through his program, The Practice.

College Planning Relief with Scott Moffitt
CPR is a proven prospecting system that is designed to assist the parents of college bound children. Learn effective strategies using Life Insurance to help parents fulfill planning for college without jeopardizing their retirement.

The Franchise with David McKnight
The Franchise is an FIG life insurance program that gives you the presentations, scripts, strategies and training required to unlock the enormous opportunity lying within the area of tax free retirement planning. The driving force behind The Franchise is a powerful workshop presentation developed and refined over David McKnight's 15 year life insurance career.

Affluent Client Strategies with Gerry Sacks
Affluent Client Strategies division is designed to assist you in identifying, designing and ultimately closing advanced insurance cases with your affluent prospects and clients. Not only will you receive the same product and underwriting expertise you've become accustomed to at FIG, but you'll also receive hands on point of sale assistance from some of FIG's top insurance producers.

AlphaStar Capital Management with Brian Williams and Steve Osterink
As the industry changes so does our business opportunities. Learn how becoming an Investment Advisor Representative with an RIA will help prepare you for future regulation, enhance your insurance production, and provide you with a recurring paycheck each year.

Plus Sponsor Carrier Breakouts

12:00pm Closing comments & Lunch (A box lunch will be provided in Providence Ballroom as you are leaving the meeting.)