



Time	Speaker	Topic
12:00 - 12:05 (5 MIN)	Nick Ayala	Opening
12:05 - 12:45 (40 MIN)	Shawn Meaike/ Bobby Bridges/Brent Bench	Shawn Meaike intro / Bobby Bridges & Brent Bench
12:45 - 1:05 (20 MIN)	Mike Killimett	Becoming a great leader
1:05 - 1:20 (15 MIN)	Wayne Carr	Scheduling 30 appointments per week/ The Importance of studying
1:20 - 1:35 (15 MIN)	Jermaine Clifford	Final Expense/Mortgage Phone Script
1:35- 1:50 (15 MIN)	Steve Giordano	Final Expense In Home Presentation & Lead Flow
1:50 - 2:10 (20 MIN)	John Wetmore	Why this is such a mental grind & why the numbers work out
2:10 - 2:30 (20 MIN)	Ryan Montalto	New Agent 1 st Time in Field Checklist & Starting Fast
2:30 - 2:50 (20 MIN)	Millie & Jonathan Porcena	The importance of getting your significant other on the same page & Schedule
2:50 - 3:10 (20 MIN)	Bryan Mendenhall	Asking the right questions to find the why
3:10- 3:20 (10 MIN)	Jerrod Henderson	Running Business at a young age & why to build from Day 1
3:20 - 3:30 (10 MIN)	Chantel Blash	Medicare & Med Sup
3:30 - 3:55 (25 MIN)	Marc Meade	Builder Panel w/ Luis M, Chris F, Frank D, Steve G
3:55 - 4:10 (15 MIN)	Chris Fauteux	Top Producers Daily Disciplines
4:10 - 4:30 (20 MIN)	Nick Ayala	What separates top vs. average producers / New Agent Panel Tamika G
4:30 - 4:45 (15 MIN)	Eric Anthony	Lead Flow
4:45 - 5:00 (15 MIN)	All VP's	Q&A with all VP's
5:00 - 5:15	15 Minute Break	
5:15 - 6:00 (45 MIN)	Shawn Meaike	Business Development Meeting