

**NAIFA-GWDC
NAIFA-NOVA
Joint
Membership Meeting**

**January 15, 2015
9:30am - 2:00 pm
Congressional Country
Club
8500 River Road
Bethesda, MD 20817**

**Schedule
9:30 am CE Session
11:30 am Networking
12:00 noon Luncheon**



**Annual
Bears for Bears
Collection — Please bring a new
stuffed animal for the National
Capital Park Police. Officers will
be on hand to collect the bears.**

**REGISTER ONLINE
www.naifa-gwdc.org
Questions? Call 703-532-8778
or
email dina@naifa-gwdc.org**

**No cost for members.
Guests \$35 for lunch;
\$60 for lunch and CE**

**Special Guest Speaker
*Simon Reilly, Founder,
Leading Advisor, Inc.***

The Inspirational Tipping Point



Would it be worth investing 60 minutes of your time to understand how to create more sales, focused action and a bigger vision & plan in hours versus decades? You already know countless techniques & solutions yet there are times when you are stuck, inconsistent and you don't understand WHY. Most techniques & solutions are about HOW & WHAT to do and relate to 10% of your success. Sustainable success is 90% about WHY you are doing what you are doing. In this Inspirational Tipping Point Presentation with Simon Reilly, you will learn the following and receive FREE follow up assignments to:

- ⇒ *Implement 3 steps to understand, implement and magnify your WHY and create more sales, focused action and a bigger vision & plan;*
- ⇒ *Follow 5 sales steps to help your prospects decide to work with you in less than 1 hour;*
- ⇒ *Engage 5 focused action steps to get you out of overwhelm now;*
- ⇒ *Integrate 3 questions to jump start your vision & goals for 2015;*
- ⇒ *Understand WHY there are times when you are stuck and inconsistent*
- ⇒ *Create a sustainable system for long lasting success.*

Know More...to Sell More!

Remember, failure is doing the same thing over and over again expecting different results without understanding WHY.

Join Simon Reilly of Leading Advisor, a NAIFA National & State Conference, MDRT & TedX Talk Speaker and expert Financial Advisor Coach to understand how to create more sales, focused action and a bigger vision & plan in hours versus decades through The Inspirational Tipping Point. Simon is an international values and behavioral analyst, business coach, speaker, and author with 25 years of experience in the personal development industry combining extensive research and study in the areas of values & behaviors analysis, inspiration & motivation, leadership, change management, vision & business planning, team building and sales & marketing. Simon has logged 30,000 + hours of one-on-one telephone personal and business coaching experience.



**Continuing Education Session 9:30 am
Two hours of insurance CE for DC/MD/VA, CFP
and PACE credits**

**Guest Instructor: Brian Haney, CLTC, CFS, CFBS
Managing Associate, MassMutual Greater Washington**

Topic: Executive Benefit Planning with Life Insurance

This course will educate producers on a variety of executive benefits planning strategies including Non-Qualified Deferred Compensation, Split Dollar Plans, and Section 162 Bonus Plans, and using life insurance within these plans.

