

# ADVISORS SUMMIT *Miami*

## Wednesday, January 18

5:00PM (meet at 4:55PM)	Group departure from DoubleTree Grand Hotel Biscayne Bay Lobby to Top Golf
5:40PM - 9:00PM	<b>POZ Reception at Top Golf</b>
9:00PM (meet at 8:55PM)	Group departure from Top Golf Lobby to DoubleTree Grand Hotel Biscayne Bay

## Thursday, January 19

7:00AM - 9:00AM	Breakfast
9:00AM - 9:45AM	<b>David McKnight</b> , Welcome, and What's New with POZ?
9:45AM - 10:30AM	<b>Larry DeLegge</b> , Huge Announcement #1
10:30AM - 10:45AM	<b>Shawn Sigler</b> , How to Leverage FIG's Resources to Transform Your Practice
10:45AM - 11:00AM	AM Break
11:00AM - 11:45AM	<b>David McKnight</b> , Deep Dive on Huge Announcement #1
11:45AM - 12:00PM	<b>Rebecca Woodstra</b> (Allianz Annuity), Why Our Piecemeal Internal Roth Conversion is the Best in the Industry
12:00PM - 1:00PM	Lunch
1:00PM - 1:30PM	<b>David McKnight</b> , More on the Massive Implications of Huge Announcement #1
1:30PM - 2:15PM	<b>Dean Zayed</b> , Top Ten Best Practices for Your Business in 2023
2:15PM - 2:30PM	PM Break
2:30PM - 4:30PM	<b>Ed Slott</b> , Why Tax-Free Retirement Planning is More Important than Ever
4:30PM - 5:00PM	<b>David McKnight</b> , Major Announcement #2
6:00PM - 9:00PM	<b>80's Themed Dinner and Cocktails</b> , Best-Dressed Contest

## Friday, January 20

7:00AM - 9:00AM	Breakfast
9:00AM - 9:30AM	<b>David McKnight</b> , Standings and Awards
9:30AM - 9:45AM	<b>North American</b> , Product Update and More!
9:45AM - 10:30AM	<b>Kenny McFarland</b> (POZ VP), These 5 Things Will Transform Your Practice
10:30AM - 10:45AM	<b>Tony Valenta</b> (Integrity Marketing), Why Mail Continues to be the Dominant POZ Marketing Approach
10:45AM - 11:00AM	AM Break
11:00AM - 11:30AM	<b>Victoria Larson</b> (POZ Advisor), How the POZ Marketing Program Doubled My Income in 12 Months
11:30AM - 11:45AM	<b>Erik Johnson</b> (Allianz Life), Our Latest Industry-Leading IUL Innovations
11:45AM - 12:00PM	<b>David McKnight &amp; Larry DeLegge</b> , Closing Remarks