



MARCH 2012

YOUR GOALS. OUR SOLUTIONS.

Mon	Tue	Wed	Thu	Fri	Sat	Sun
			1 7:30-9 AM Nashville FSP Mtg	2 9-10 AM Success Stories 8-9 AM ET (ATL) Sales Strategy Exchange	3	4
5 12-1 PM CT (NASH) Pru Investments	6 9-12 Noon CT (NASH) JH Retirement Ready Workshop (Live) 5:30 PM CT (NASH) JN New VA Product & Investing Ideas	7	8	9 9-10 AM Success Stories 8-9 AM ET (ATL) Sales Strategy Exchange	10	11
12 12-1 PM CT JH LifeCare Webinar	13 1:00 PM CT GNW LTC Webinar	14 11 AM – 12 PM CT PRU LTC Teleconference	15 8:30-910AM CT IFG Mgmt Mtg	16 9-10 AM Success Stories 8-9 AM ET (ATL) Sales Strategy Ex- change	17 11:30-1 PM NASH—NAIFA	18
19 12-1 PM CT (NASH) Advanced Sales Ideas *** WEBINAR *** for ATL/CHAT/MEM	20 11:30 AM CT (MEM) MetLife	21 11:30 AM CT (NASH) MetLife	22	23 9-10 AM Success Stories 8-9 AM ET (ATL) Sales Strategy Ex- change	24	25
26 12-1 PM CT (NASH) SEI	27 11-1 PM CT (NASH) Lincoln Financial	28	29	30 9-10 AM Success Stories 8-9 AM ET (ATL) Sales Strategy Ex- change	31	

MARCH 2012 EVENTS

March 1st, 7:30— 9:00 PM CT (NASH)
FSP Meeting at Richland Country Club
Registration Requested — Via email/Online

March 2nd, 9-10 AM CT (NASH) - Success Stories

March 2nd, 8-9 AM ET (ATL) - Atlanta Sales Strategies Exchange

March 5th, 12-1 PM CT (NASH)
Michael Orlando, RVP Prudential Investments
“Client Case Studies: Cash Alternative & 401 K Rollover for Moderate Investors”
Open for All Associates – Lunch Provided

March 6th, 9 AM—12PM CT (NASH)
JHFN Retirement Ready with Greg Melton
“Retirement Ready Workshop”
Open for All Associates – Breakfast Snacks Prior and Lunch Thereafter Provided

March 6th, 5:30 PM CT (NASH)
JNLVA—Josh Travis, RVP & Kip Gregory, Principal & Author
“Go Beyond Traditional Investing—Adding Alternative, Tactical & Risk Mgmt Strategies”
RSVP Required – Dinner Mtg at Maggiano’s West End

March 9th, 9-10 AM CT (NASH) - Success Stories

March 9th, 8-9 AM ET (ATL) - Atlanta Sales Strategies Exchange

March 12th, 12-1 PM CT (WEBINAR)
Elizabeth Blackburn, CLTC, RHU, JH LTC Training Director
JH LifeCare Product Training
Open for All Associates – Lunch on Your Own

March 13th, 1-2 PM CT
Genworth LTC Webinar
“Do You Know—Marketing Resource Center”
Pre-Registration Required

March 14th, 11 AM-12 PM CT
Prudential LTC Teleconference
“LTC3 Sales Strategies & Power of GPO”
Dial-In Number: 1-800-398-9386
Call Reference Name: Prudential Long-Term Care

March 15th, 8:30—10 AM CT (ATL-MEM-NASH)
IFG Management Team Meeting—Genesys Conf Center
By Invitation Only

March 16th, 9-10 AM CT (NASH) - Success Stories

March 16th, 8-9 AM ET (ATL) - Atlanta Sales Strategies Exchange

March 16th, 11:30-1 PM (NASH)
NAIFA Mtg, - Maggiano’s (West End)

March 19th, 12-1 PM CT (NASH “Live” & WEBINAR for ATL, CHAT & MEM)
Brandon Buckingham, Atty (via Web) & JH VA—Mike Farley, RVP (Live)
“Advanced Sales Ideas for Business Owners”
Open for All Associates – Lunch Provided in NASH

March 20th, 11:30-1 PM CT (MEM)
Chris Bunting, MetLife & Kimble Skov, PIMCO
“Global Market Update”
Fleming’s Restaurant —Registration Required

March 21st, 11:30-1 PM CT (NASH)
Chris Bunting, MetLife & Kimble Skov, PIMCO
“Global Market Update”
Flemings Restaurant —Registration Required

March 23rd, 9-10 AM CT (NASH) - Success Stories

March 23rd, 8-9 AM ET (ATL) - Atlanta Sales Strategies Exchange

March 26th, 12-1 PM CT (NASH)
Dennis Keeley, Regional Sales Director, SEI Advisor Network
“How and Why Managed Money Can Enhance Your Practice”
Open to All Associates — Lunch Provided

March 27th, 11:00-1 PM CT (NASH)
Tim Brown, Lincoln RVP & John Driscoll, Fidelity Investments
“Maximizing Retirement Income” (2 Hrs CE)
Open to All at Stoney River Restaurant — Registration Required

March 30th, 9-10 AM CT (NASH) - Success Stories
March 30th, 8-9 AM ET (ATL) - Atlanta Sales Strategies Exchange