

2018 GRANT TAGGART SYMPOSIUM WORKSHOPS



Wednesday Afternoon Workshops, September 19

Track	Ethics (CE)	Financial Planning / Life Ins (CE)	Multi-Line and Practice Management	Business and Estate Planning (CE)
1:30	Greg Matis Ethics: Real World Examples*	Derek Bohne Using Life Insurance in Retirement and Distribution Planning*	Jared Knudsen & Kyle Bigler Insurance + Real Estate = Win Win Win**	Jim Silbernagel Charitable Planning for the Middle Class*
2:20	Exhibitor break (CONF 2258)			
2:40	Corby Hansen Annuity Sales Practices: Suitability & Ethical Considerations*	Scott Wertz Finding Value in Life Insurance Settlements*	Dennis Walker Multi-Line Production: Get Out of Your Comfort Zone & Boost Your Earning Power**	Craig Hughes Inheritance Fraud and How to Protect Against It*
3:30	Ice Cream Break (CONF 2258)			
4:00	Greg Matis Ethics: Real World Examples*	Derek Bohne Using Life Insurance in Retirement and Distribution Planning*	Travis Parry Bridging the Relationship Gap with Challenging Clients**	Craig Hughes Inheritance Fraud and How to Protect Against It*

Thursday Afternoon Workshops, September 20

Track	Ethics (CE)	Financial Planning / Life Ins	Investments	LTC and DI
1:00	Kristin McCullugh Ethical Issues in Insurance and Financial Services*	Marv Feldman Capturing Your Prospects Attention [Tools and Resources]*	Kurt Brown How Wall Street Is Picking Your Client's Pocket	Greg Nelson/DI How to Differentiate Yourself Using Disability Income*
1:50	Exhibitor Break (CONF 2258)			
2:10	Corby Hansen Annuity Sales Practices: Suitability & Ethical Considerations*	Travis Parry The Productivity Myth: How to Make More Time for Family*	Rock Allen Stock Market Risks and Rewards	Matthew Clark/LTC Asset-Based Long-Term Care Opportunity*
3:00	Brownie and Drawing Break (CONF Pavilion)			

UP TO 8 HOURS OF CE CREDIT, 4 HOURS OF CE ETHICS CREDIT AVAILABLE. *INSURANCE CE AVAILABLE FOR UTAH LICENSED PRODUCERS, SURROUNDING STATES PENDING APPROVAL

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