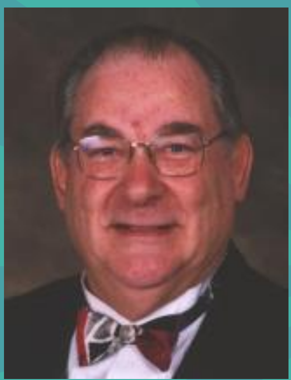
Association of
Financial Advisers
(Singapore)

ASSOCIATION OF FINANCIAL ADVISERS (SINGAPORE)

Workshop 2015

UNLIMITED OPPORTUNITIES FOR GROWTH AND SUCCESS

Present



GERALD SACKS

GUY BAKER

DONALD WHITE

DATE: 17th March 2015 (Tuesday)
TIME: 0930 to 1300 Hrs
Venue: AXA University Asia Pacific Campus
3 Lady Hill Road
Ceylon Room, Level 1
Singapore 258672

1003 Bukit Merah Central #04-23 INNO Centre Singapore 159836
Tel: 62738823·Email: secretariat@afas.org.sg·Website: www.afas.org.sg

3 CPD Hours

SPEAKERS & TOPICS

Gerald P. R. Sacks

With his 40 years of experience, Gerald Sacks has gained a profound understanding of how the affluent make important decisions concerning their taxes, their families and inheritance, as well as their businesses, all while balancing their charitable endeavors.
Gerry is known to have the unique ability to help families and businesses solve their problems. His diagnosis of each individual situation creates positive solutions for his clients. Gerry's practice concentrates on assisting high net worth individuals with asset protection, business succession planning, estate planning, and in general, solving issues that arise when one is lucky enough to have amassed wealth.
He was president of the Forum 400 in 1997. He is a 40 year qualifying member of the Million Dollar Round Table and a 25 year qualifying member of the Top of the Table.

Communication.....Can You Make the Sale

1. How to ask the Right disturbing question.
2. You control the sale with your attitude
3. It is not what you say....it is how you say it

Guy E Baker

Guy is an experienced business and estate planner with over forty years of consulting experience. He designs efficient estate tax plans for wealthy families. Also a business succession and investment specialist, Guy helped found the National Association of Family Wealth Counselors and was a founding Board Member in The Stewardship Alliance - a group of professionals dedicated to providing legacy and wealth planning to high net worth donors to Christian ministries. He completed The Professional Mentoring Program in 1999 and has lectured at various estate planning council meetings, spoken at several CLU Institutes and was featured on a six CLU Tele-video Conferences. Guy was named by Worth Magazine as one of the Nation’s top 250 planners.
A frequent speaker, Guy has spoken to advisors in more than 25 countries. His most recent book “**Market Tune-up**” recounts the lessons learned placing him among the top 30 planners internationally according to the Million Dollar Round Table. Other books Guy has written include "**Investment Alchemy**" a guide to modern portfolio theory; "**Why People Buy**", and "**Baker's Dozen** - 13 Principles for Financial Success." His best seller is the “**The Box**”, an easy to understand discussion about the mathematics f life insurance.

Why People Buy

Sales people are incredible human beings. They are always looking to improve, looking to find new ways to communicate, looking for ways to do their business better. A sales person is like a high-tech, powerful automobile. If it is not kept tuned up, the power will go away. This book was written to and for all sales professionals, professionals in the truest sense of the word: professionals who want to improve, to hone their craft, who are not satisfied with last year’s results, but want to continue to bring their very best to their clients.

Donald F White

Mr. White is CEO of Treasure Coast Financial Services in Stuart, FL. He is the author of two audio series entitled *"Legacy Planning"* and *"Building a Great Business*". His daily radio broadcast, God’s Money, is heard daily on radio and the Internet.
Don is an Excalibur Knight and Inner Circle Member of the MDRT Foundation with 25 MDRT qualifications including 14 consecutive years Top of the Table and 11 additional Court of the Table qualifications ranking him as one of the top financial advisors worldwide. He received his CLU in 1981, his ChFC in 1986, and Accredited Estate Planner designation in 1994. He became an Accredited Investment Fiduciary (AIF) in 2013.
A world renowned communicator, Mr. White has spoken on virtually every corner of the globe. He has spoken at five MDRT Annual Meetings including the keynote on the main platform of the 2014 Annual Meeting in Toronto for the MDRT Foundation as well as the keynote to the First timers of the 2000 MDRT Annual Meeting in San Francisco.

Reaching the Top and Staying There

Have you ever wondered how producers reach the Top of the Table and then stay there? Donald White CLU ChFC has qualified for either TOT or COT for over 25 consecutive years, including 15 straight TOT qualifications and counting. In this lively session, Don shared his secrets to staying on top, year after year, that will amaze you in their simplicity

PROGRAMME

UNLIMITED OPPORTUNITIES FOR GROWTH AND SUCCESS

0930 hrs	Registration	15 min
0945 hrs	Gerald Sacks - Communication.....Can You Make the Sale	45 min
1030 hrs	Guy Baker - Why People Buy	45 min
1115 hrs	Coffee Break	15 min
1145 hrs	Donald White - Reaching the Top and Staying There	45 min
1230 hrs	Q & A	30 min
1300 hrs	End	

REGISTRATION

Representative Member	**$ 80.00**	**( )**
FA Firm Member	**$ 100.00**	**( )**
Non Member	**$ 150.00**	**( )**

NAME: ______________________________ DESIGNATION: ____________________________

COMPANY: ____

ADDRESS: ____

____ Singapore: ___________

TEL: ________________ MOBILE: _______________ EMAIL: ___________________________

PAYMENT:

Fee: $80.00 ( ) $100.00 ( ) $150.00 ( )

CASH ( ) Cheque ( ) Bank: ______________ Cheque No: _____________

Cheque payable to "Association of Financial Advisers (Singapore)"

Mail Registration & Cheque Payment to:

afas Association of Financial Advisers (Singapore)

The Secretariat
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