IFB Saskatoon Regional Event

September 26 2019- TCU Place, Saskatoon's Arts & Convention Centre, Saskatoon SK

	Gallery B
8:30 a.m. - 9:30 a.m.	**The Reports of My Death Are Greatly Exaggerated** *David Onyett-Jeffries, Guardian Capital LP* *AAC* ID# 52713 *FP Canada Approved CE: Product, 1.00* 1 Approved CE FP Canada
9:30 a.m. - 9:45 a.m.	Break
9:45 a.m. - 10:45 a.m.	**The Future Ready Financial Advisor** *Grant Hicks, Advisor Practice Management* *AAC* ID# 52714 *FP Canada Approved CE: Practice Management, 1.00* 1 Approved CE FP Canada
10:45 a.m. - 11:00 a.m.	Break
11:00 a.m. - 12:00 p.m.	**Digital Solutions for a Digital Age** *Roberta Lust, HUMANIA Assurance Inc.* *AAC* ID# 52715 *FP Canada Approved CE: Product, 1.00* 1 Approved CE FP Canada
12:00 p.m. - 1:00 p.m.	Buffet Networking Lunch
1:00 p.m.- 2:00 p.m.	**Trends in Financial Planning** *Herp Lamba, Senior Vice-President, Financial Services, IG Wealth Management Inc.* *AAC* ID# 52718 *FP Canada Approved CE: Pending* 1 Approved CE FP Canada
2:00 p.m.- 2:15p.m.	Break
2:15 p.m. - 3:15 p.m.	**Engaging Executors Crucial to the Greatest Wealth Transfers in History** *Mark O'Farrell, President, the Canadian Institute of Certified Executor Advisors (CICEA)* *AAC* ID# 52716 *FP Canada Approved CE: Practice Management, 1.00* 1 Approved CE FP Canada
3:15 p.m.- 3:30p.m.	Break/ Draw Prize Winners
3:30 p.m. - 4:30 p.m.	**Insurance 2020 – Insurance Regulation in a New Decade** *April Stadnek, Insurance Councils of Saskatchewan* *AAC* ID# 52717 *FP Canada Approved CE: Practice Management, 1.00* 1 Approved CE FP Canada

IFB 2019 Saskatoon Event Presentations

The Reports of My Death Are Greatly Exaggerated
David Onyett-Jeffries, Vice President, Multi Asset Class Solution, Guardian Capital LP
Keynote speaker sponsored by SSQ Insurance
FP Canada Approved CE: Product, 1.00

In stark contrast to the beginning of last year, sentiment in financial markets is quite downbeat heading as investors seemingly are gearing up for the worst. Yet lowered expectations mean that there is scope for the balance of risks to skew to the upside. And while there is a growing magnitude of concerns, and the narrative is to the contrary, the underlying macro backdrop still remains constructive and the coming year is looking as though it will again record broad-based and above-trend (though more moderate) growth. Against this backdrop, corporate earnings are likely to continue to expand which should underpin risk asset performance — however, heightened uncertainty in the market environment and the high probability that volatility persists means that the approach to investing should focus on managing risk exposures and strategies that are better able to perform against a more uncertain market backdrop.

The Future Ready Financial Advisor
Grant Hicks, Advisor Practice Management
FP Canada Approved CE: Practice Management, 1.00

The critical practice management processes to build a top performing financial advice business in the future. The results for the attendees will be: Adding more value to your ideal clients in 2019, become a "Future Ready Financial Advisor" in a world of regulatory and technology changes, and key practice management processes to acquire more ideal clients.
Attendees will receive a FREE ebook copy of Grant Hicks latest book "Guerrilla Marketing For Financial Advisors" Innovating financial professionals through practice management, 2nd Edition.
This is 5 years of research on the best practice management strategies. Find out why the "Guerrilla Marketing series has sold over 21 million copies worldwide.

Digital Solutions for a Digital Age
Roberta Lust, Humania Assurance
FP Canada Approved CE: Product, 1.00

Humania Assurance – your technologically advanced carrier! Humania is the whole package for your online insurance needs. Let's unwrap the digital offerings that can help you protect your clients fast and efficiently.

Engaging Executors Crucial to the Greatest Wealth Transfers in History
Mark O'Farrell, President, the Canadian Institute of Certified Executor Advisors (CICEA)
FP Canada Approved CE: Practice Management, 1.00

The testator era isn't coming soon; it's already here. The largest transfer of wealth in Canadian history is under way right now and executors are the conduits to their testator parents and the inheriting heirs. By virtue of their selection, executors are the most trusted and influential people in their testator parents' lives and yet, most advisors completely ignore them.

This presentation highlights the challenges modern executors face using brief case studies, the calamities that can arise and the solutions advisors can immediately offer to build crucial relationships. Attendees will learn how to stem the imminent erosion of assets, expand their client base, uncover permanent life insurance opportunities and significantly grow their AUM.

Insurance 2020 - Insurance Regulation in a New Decade
April Stadnek, Imsurance Councils of Saskatchewan
FP Canada Approved CE: Practice Management, 1.00

This presentation will highlight the expansion of the Designated Representative responsibilities of a Life including Accident and Sickness Agency, and the Fair Treatment of Customers Guideline.

Trends in Financial Planning
Herp Lamba, Senior Vice-President, IG Wealth Management
FP Canada Approved CE: Pending

Opportunity to understand current trends in financial planning and issues facing financial planners today. Learn how the business has evolved, including managed product and fee based offerings, and the ongoing value of advice. In an ever changing landscape, understand the evolution of the financial plan