

# North America Field Development Association

MEMBERS HELPING MEMBERS

NAFDA



## 2008 NAFDA Meeting Agenda

### April 16, 2008 (Wednesday)

1:30 – 4:00 p.m.	<b>Board of Directors Meeting</b> - Land mark Room 4 <sup>th</sup> Floor
6:00 – 8:00 p.m.	<b>Welcome to Baltimore NAFDA Members Reception and Dinner</b> – Oriental Room 4 <sup>th</sup> Floor

### April 17, 2008 (Thursday)

8:00 – 8:15 a.m.	<b>Welcome</b> – <i>Marble Room 1<sup>st</sup> Floor</i> Michelle Atwood Bean Sr. Training Consultant National Life Insurance Company President, North America Field Development Association 2006 - 2007
8:15 – 10:15 a.m.	<b>Transforming Dreams to Goals to Reality</b> Bob Artz, CLU, ChFC, LLIF President, Polaris One and Insurancecoachu.com
10:15 – 10:30 a.m.	Break
10:30– 11:00 a.m.	NAFDA – Annual Business Meeting
11:00 – 12:00 p.m.	Members Helping Members – Best Practices Workshop
12:00 – 2:00 p.m.	<b>Lunch and Commercial Partner Fair (TBD)</b>
2:00 – 3:00 p.m.	<b>Quincy Crawford CLU, Master Agency Award Winner &amp; GAMA Hall of Fame</b>
3:15 – 3:30 p.m.	Break
3:30 – 5:30 p.m.	<b>Your Circle of Wealth</b> Donald L. Blanton, CLU, ChFC, LUTCF President – Money Trax, Inc.
TBD	<b>Departure for Downtown Baltimore – Phillips Inner Harbor</b> (Dinner at own expense)

### April 18, 2007 (Friday)

8:00 -- 9:00 a.m.	<b>Future Trends Affecting our Industry</b>  <b>Jeff Hughes - CEO GAMA</b>
9:00 -- 10:15 a.m.	<b>Members Helping Members – Best Practices Workshop</b>
10:15 – 10:30 a.m.	Break
10:30 – 11:45 a.m.	<b>Key Ingredients for Sales Success With Small Business Owners</b>  <b>Brad Davidson –President, Spar Data</b>
11:45 – 12:00 p.m.	<b>Closing Comments</b> Robert McPheters Sr. Agency Development Consultant Ohio National Financial Services Vice President, North America Field Development Association 2007 - 2008
12:00 p.m.	<b>Adjournment</b>