

LAMP

MARCH 19-22, 2017 | WASHINGTON, DC '17

Powered by GAMA INTERNATIONAL



SPONSORS

AS OF DECEMBER 17, 2016

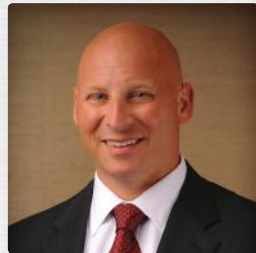




“This year’s LAMP conference is focused on “Igniting Change.” We will highlight leaders whose mission is to help others be the best version of themselves and share best practices including recruiting, leadership development, associate development, culture building and teaming to help grow firms by being “brilliant on the basics” while discovering innovative ways to be current and relevant in a fast paced changing world.”

CHRISTOPHER NOONAN, LAMP '17 CHAIRMAN
VICE PRESIDENT, AXA FINANCIAL

MAIN PLATFORM SPEAKERS



PAUL BLANCO
Founder & CEO,
Barnum Financial Group



VINH GIANG
Entrepreneur,
Keynote Speaker, Magician



DARREN HARDY
New York Times
Bestselling Author & Entrepreneur
Sponsored by Mutual of Omaha



MARSHALL GOLDSMITH
World-renowned Business
Educator and Coach



BONNIE GODSMAN
CEO,
GAMA International



SALIM ISMAIL
Speaker, Strategist
& Entrepreneur



WILL MARRE
Founder, The Leadership SPA
(Smart Power Academy)



TRAVIS PENFIELD
Managing Partner,
49 Financial



TIM SCHMIDT
Managing Partner,
Thrivent Financial



MARK ZINDER
Financial Expert, Keynote Speaker
& Investment Coach



SUPER SESSIONS

Don't miss our new immersive experience at LAMP '17: 90-minute Super Session on Monday, March 20 and Tuesday, March 21. Inspired by the popular TED Talks, each session features several short, powerful presentations from a mix of legends in our industry and the brightest newcomers as well.

ASSOCIATE DEVELOPMENT

(MONDAY)

JASON DRUMMERT

REGIONAL PRESIDENT
AXA ADVISORS, LLC

KURT JONSON

CEO
PACIFIC CAPITAL RESOURCE GROUP, INC.

SARAH OGLE

REGIONAL VP
AXA ADVISORS

SHANE SWANSON

MANAGING PARTNER
NEW YORK LIFE - CHICAGO

MODERATED BY:

SUSAN COOPER

LEADERSHIP DEVELOPMENT

(MONDAY & TUESDAY)

KELLY KIDWELL

PRESIDENT/CEO
PACIFIC ADVISORS

MARGARET (MARGIE) ONGKEKO

REGIONAL SALES HEAD
MANULIFE FINANCIAL

PHILLIP RICHARDS

EXECUTIVE CHAIRMAN & FOUNDER
NORTH STAR RESOURCE GROUP

MODERATED BY:

ROBERT POPAZZI

AVP, SALES FORCE GROWTH AND DEVELOPMENT
SUN LIFE FINANCIAL

RECRUITING

(MONDAY & TUESDAY)

JOSH BECKER

PARTNER
STRATEGIES FOR WEALTH

LOREN HANSEN

MANAGING PARTNER
THRIVENT - CHICAGO LAND REGION

MICHAEL KANE

MANAGING PARTNER
PENN MUTUAL

MEGHAN WILKE

MANAGER, AGENCY SALES RECRUITING
AGENCY SALES

MODERATED BY:

KYLE SIMS

SENIOR VICE PRESIDENT
CENTRAL REGION AT AXA ADVISORS

CULTURE BUILDING

(TUESDAY)

SHERI COOPER

DIVISIONAL VICE PRESIDENT
THRIVENT FINANCIAL

ROBERT FAKHIMI

CEO & PRESIDENT
MASSMUTUAL NORTHERN CALIFORNIA

GREG LASPISA

REGIONAL PRESIDENT
AXA ADVISORS, LLC

J.R. TOLAND

PRESIDENT
SAVAGE & ASSOCIATES

MODERATED BY:

EDWARD DEUTSCHLANDER

CEO
NORTH STAR RESOURCE GROUP

TEAMING

(MONDAY & TUESDAY)

POWERED BY: RESEARCH FROM THE GAMA FOUNDATION

TROY KORSGADEN

PRESIDENT & CONSULTANT
KORSGADEN INTERNATIONAL

DAVID LABRICCIOSA

MANAGING PARTNER
ASPIRE WEALTH PLANNERS

JOHN BUGSEK

MANAGING DIRECTOR
METLIFE SOLUTIONS GROUP

MODERATED BY:

FRANK SCALESE

MANAGING PARTNER
BLUE OCEAN WEALTH SOLUTIONS

AFTERNOON SESSIONS



EVOLVING YOUR ORGANIZATION
KAREEM ABOUL-HOSN
 REGIONAL DIRECTOR & CHAIR OF LEADERSHIP
 AND MANAGEMENT COMMITTEE
 BANKERS LIFE



MARKETING MAGNETISM
MARIBETH KUZMESKI
 PHD, CSP
 RED ZONE MARKETING, INC.



THE LIFE INSURANCE CONVERSATION
DAVID ALARID
 GENERAL AGENT
 TAX AND FINANCIAL GROUP



HOW TO BUILD 40 MDRT WITHIN 4 YEARS
WITHOON LERTPANOMWAN
 CEO
 IFCG



DIGITAL STRATEGIES PROVEN TO DRIVE PRODUCTIVITY
JASON DUMMERT
 GENERAL AGENT
 TAX AND FINANCIAL GROUP



MULTILINE AGENCIES PRODUCTIVITY AND EFFICIENCY
THOMAS NTUK
 AGENCY OWNER
 STATE FARM AGENCY



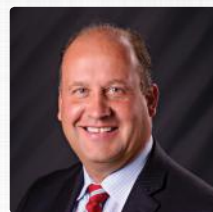
THE INDUSTRY'S BIG SOLVE: TEAM SELLING
JASON EARLY
 VP, SALES
 HOOPIS PERFORMANCE NETWORK



EVOLUTION OF PROSPECTING & ITS IMPACT ON RECRUITING/RETAINING GENERATION DIGITAL
JEFF THOMKINS & BRIAN PASALICH
 FOUNDER & NATIONAL PRACTICE LEADER
 ADVISOR CONNECT



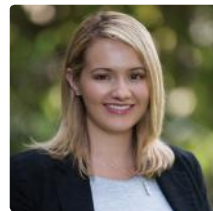
BUILDING THE WHY: PURPOSE. PASSION. PERFORMANCE
MIKE ESTERDAY & TERRI O-HALLORAN
 CEO & VICE PRESIDENT, CLIENT DEVELOPMENT
 INTEGRITY SOLUTIONS



TEAM OF TEAMS
GREGORY SMITH
 SENIOR STATEWIDE SALES DIRECTOR
 FARM BUREAU OF MICHIGAN



IF YOU BUILD IT, THEY WILL COME
ANDY FREEMAN
 REGIONAL DIRECTOR
 FREEDOM 55 FINANCIAL



MY ACTIVE LEADERSHIP JOURNEY; FROM SCRATCH TO \$3M FYC IN UNDER 5 YEARS
MISTY WELTZIEN
 PACIFIC ADVISORS



MOVING FROM SURVIVING TO THRIVING
MICHELLE HUBERT
 AGENCY MANAGER
 KANSAS DISTRICT 1

IGNITE CHANGE



SCHEDULE AT A GLANCE

PRE-LAMP WORKSHOPS

SUNDAY, MARCH 19

RECRUITING UNIVERSITY
PRESENTER: ED DEUTSCHLANDER
TIME: 9AM – NOON
PRICE: \$125

Edward G. Deuschlander, CLU CLF, CEO of North Star Resource Group and GAMA International president 2007-2008, has a well-deserved reputation for recruiting the best and the brightest. In Recruiting University, he will lead participants through the processes that have given North Star a retention rate that's four times the industry average based on what Ed calls REPS – Recruiting Emulates the Process of Sales.

LEADING YOUR ADVISORS TO AN ADVICE-BASED PRACTICE
PRESENTER: GARY SCHWARTZ
TIME: 10AM – NOON
PRICE: \$99

Clients are drowning in information and starved for financial wisdom. Advisors are facing regulatory challenges, heightened client expectations and compression of product compensation. So how do we navigate this current landscape? Join Gary Schwartz and learn how to provide the culture, environment and knowledge so your advisors can realize financial value for their advice. You will leave knowing how to communicate the six key values a client receives from an advisor. Workshop materials will include "Practice on Purpose Achieve The Financial Advice Practice You Desire And Your Clients Deserve."

SUNDAY, MARCH 19

Noon	Registration Opens
Noon – 5:00 PM	Solutions Marketplace Opens
3:00 PM – 4:00 PM	Women's Session
4:00 PM – 5:00 PM	Welcome Reception
4:00 PM – 5:00 PM	NEW MEMBER EVENT
5:30 PM – 7:30 PM	Awards Reception (open to all GAMA awardees)
7:30 PM – 10:00 PM	LAMP '17 Kickoff Party

MONDAY, MARCH 20

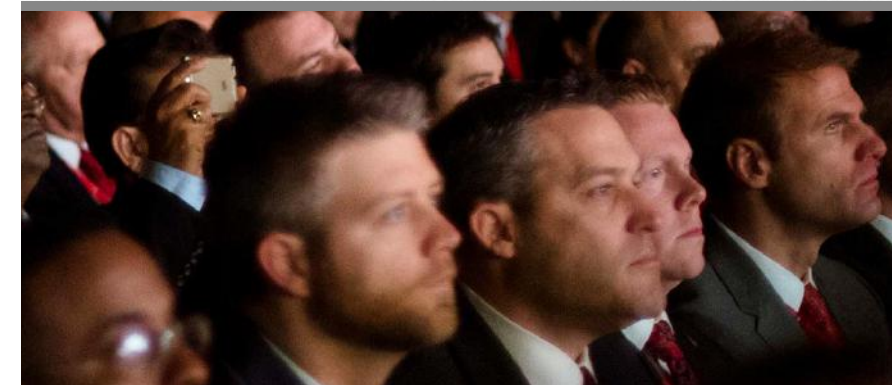
8:00 AM – 4:30 PM	Registration
8:00 AM – 11:45 AM	General Session
10:30 AM – 4:30 PM	Solutions Marketplace Open (Lunch Available)
1:30 PM – 3:00 PM	SUPER Sessions
3:30 PM – 4:30 PM	Breakout Sessions
5:30 PM – 6:15 PM	FUN-dation Live Auction and Reception
6:00 PM – 6:45 PM	Celebration of Excellence Awards Reception
7:00 PM – 9:30 PM	Celebration of Excellence Banquet
9:30 PM – 10:00 PM	Celebration of Excellence Dessert Reception
10:00 PM – MIDNIGHT	LoTT Late Nite

TUESDAY, MARCH 21

8:00 AM – 11:45 AM	General Session
10:30 AM – 4:00 PM	Solutions Marketplace Open (Lunch Available)
1:30 PM – 3:00 PM	SUPER Sessions
3:30 PM – 4:30 PM	Breakout Sessions

WEDNESDAY, MARCH 22

8:00 AM – 11:00 AM	General Session
8:00 AM – 11:00 AM	GAMA Information Booth





2017 OFFICIAL EXHIBITORS AND STRATEGIC ALLIANCE PROGRAM MEMBERS

- ADVISORCONNECT
- BENCHMARK BUSINESS GROUP
- BIZEQUITY
- CAREER ACTIVITY MANAGEMENT
- COLLEGE FOR FINANCIAL PLANNING
- EMSI
- EXAMFX
- FIERCE
- FSEDNET
- GAMA FOUNDATION
- GAMA INTERNATIONAL
- HEARSAY SOCIAL
- HOOPIIS PERFORMANCE NETWORK
- HOOTSUITE
- IDENTITY BRANDING / E-RELATIONSHIP
- IMPREZZIO
- INTEGRITY SOLUTIONS
- INTELLECT SEEC
- KEIR EDUCATIONAL RESOURCES
- KORSGADEN INTERNATIONAL
- LASER APP
- LEAP SYSTEMS
- LIFE HAPPENS
- LIMRA
- MERIDIAN-IQ
- NATIONAL ASSOCIATION OF INSURANCE AND FINANCIAL ADVISORS (NAIFA)
- PRELICENSE.COM, A SERVICE OF WEBCE
- PUFFER CULTURE INDEX
- RED ZONE MARKETING
- RESOURCE EDGE
- SALESGENIE
- SECURITIES TRAINING CORPORATION
- THE TAYLOR METHOD
- THE AMERICAN COLLEGE
- TRAINING CONSULTANTS
- WOMEN IN INSURANCE AND FINANCIAL SERVICES (WIFS)

SOLUTIONS MARKETPLACE HOURS:

12:00 PM - 5:00 PM - SUNDAY, MARCH 19 | 10:30 AM - 4:30 PM - MONDAY, MARCH 20 | 10:30 AM - 4:00 PM - TUESDAY, MARCH 21



CELEBRATION *of* EXCELLENCE



RECEPTION: 6:00 PM – 6:45 PM

BANQUET: 7:00 PM – 9:30 PM

DESERT RECEPTION: 9:30 PM – 10:00 PM

GAMA International's annual awards gala and black-tie optional dinner hails the best of the best in financial services, honoring the 2017 Management Hall of Fame inductee and recipients of the James H. Krueger First in Class and Brian H. Early Frontline Excellence awards.

Reservations are required and the cost is \$199 per person.
Tickets available upon registration.





2017 GAMA FUN-DATION AUCTION

MONDAY, MARCH 20
5:30 PM – 6:15 PM

Don't miss your chance to make a winning bid on top speakers, exceptional experiences and luxury vacations at the GAMA Foundation's Live Auction.

This year's auction items include one-on-one mentorships with Hall of Famers, opportunities to participate in a meeting of the exclusive RAGs and GAS study groups, and five-star resort outings.

See complete listing at www.gamafoundation.org/at-lamp/auction

Get a great deal and do good by supporting the GAMA Foundation's valuable research and education program.

Come prepared to bid and win!

