ADVISORS SUMMIT
Las Vegas, 2016

10 Reasons You Need to Be In Las Vegas April 4-5, 2016

1. Bill Harris will share sales concepts that will skyrocket your annuity and life sales – Table Bay will be giving anyone registered by 3/11/2016 a FREE copy of Bill's Best Selling Sales Concept Book – ***75 Secrets*** that is a $100 value on Amazon. Bill has sold more than $2 Billion in Premium.

2. You want to learn how to be the go-to expert in your community for the media on retirement distribution strategies. Would you like to be on local TV 2-3 times per month as an expert? We can make that happen and it cost you nothing!

3. You want to tap into the exploding 401(k) Rollover market. With $500+ Billion rolling over in 2016 alone you will want to learn prospecting methods to find where they are and then learn sales techniques to secure them using Rollover and In-Service Distribution Techniques. Two of our speakers will share with you their proven systems that have resulted in millions of sales.

4. With 10,000 Baby Boomers retiring daily they face a daunting task of fending off the 5 Retirement Risk. Resolve these for your clients by learning the latest on creating sustainable retirement income streams. This session will provide an overview of some of the more significant risks clients may face when establishing and maintaining a retirement income stream. Many of those risks could have significant impact on clients' retirement assets, and it's important for financial professionals to establish a framework for analyzing their client's income stability. If clients have income gaps or low stability ratios, various options to help mitigate risks and solutions to create more stable retirement income will be discussed. Top Experts will share their insights into this lucrative but challenging market.

5. Our session on the Broker-Dealer of the Future will focus on the most important issue facing the investment advice industry today: the Department of Labor's rule to raise investment advice standards for retirement accounts affecting millions of American workers and retirees. The rule, which has strong support from President Obama and is expected to be finalized this spring, would set a best-interest standard for all advisers giving retirement investment advice. So how will the DOL decision impact your clients' retirement plans? How will the landmark decision affect your own business? And how can you best prepare for the ripple effects coming from the watershed DOL decision? Get the latest insight you need.

6. Women have a unique perspective on retirement planning. Two top woman advisors will share secrets to successfully engaging and advising woman on retirement. As women plan for retirement, they need advisers who understand their unique challenges and concerns. This session will focus on the importance in discussing the emotional side of money and retirement; the top 3 concerns women have about the third phase of life and how to address them; practical strategies for working with divorcees, widows, and married investors; and tips on connecting with women who seem disinterested in the planning process.

7. The Bar Has Been Set: How Will You Evolve Your Value Proposition to Address the Need for Retirement Income? With an increasing number of disruptions on financial advisers in the form of technology (e.g., robo-advisers, DIY web sites, etc.), regulation, and consumer apathy, it's a critical time for advisers to evaluate their approach to the retirement income planning process. Frequently described by consumers as being "too expensive, not trustworthy, and hard to do business with," there is clearly still an uphill battle for the financial adviser in establishing one's value proposition and preparing for the future model of retirement planning. But, still plenty of opportunities to grow your business as the need for advice increases. Table Bay's President and the 2014 Advisor of the Year will share how advisors can evolve and thrive.

8. Preparing Your Client for End of Life Issues and Declining Capacity. This presentation is designed to highlight the risks that retirees face in the later years of their retirement and present solutions to minimize or eliminate these risks. We will discuss unique insurance products designed to mitigate these risks and provide the retiree with peace of mind that his or her affairs are in order. The presentation will also mention some budding challenges. Also, the discussion will address when and how to bring the family into the conversation.

9. Can someone retire tax free? Table Bay's Director of Advanced Markets will demonstrate how through a tremendous presentation on the tax efficient retirement planning. This single presentation will show attendees how to sell HUGE life cases to prospects and clients alike.

10. You want to learn about an Exclusive NEW Marketing System that can make your sales grow quickly and assure that 2016 will be your best year ever-GUARANTEED! Other Financial Marketing Organizations promise marketing results …Table Bay Financial has a ***<u>proven formula</u>*** that can deliver.

For More Information Call
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