



## Fremont Branch

39355 California Street, Ste 201B, Fremont CA

NOVEMBER  
2015

Time		BPM		BFS/FFS TRAINING (BFS Book Required)					Duty	
Date	Time	Introduction	Presenter	Team MC	Trainers and Topics		Greeter	Registration	Chairs	
4-Nov Wed.	7 P.M.	Jewely Pay	Donald Lee Sandy Yu	Yvonne Zhou	Jonathan Yu: Fundamental of Business		Ronn Patton	Emily Wang	Jonathan Yu	
					(AMT) Napkin Presentation					
7-Nov Sat.	10 A.M.	Andrew Lim	Jonathan Yu	Gina Pay	GRAND OPENING		My Nguyen	Jewely Pay	Wing Wan	
11-Nov Wed.	7 P.M.	Kym Pinnick	Lifang Chou Jonathan Yu	Jewely Pay	Wing Wan: Six Steps and Eight Speed Filters		Kevin Wade	Sandy Yu	Lily Zhu	
					(AMT) Gina Pay: Inviting					
14-Nov Sat.	10 A.M.				Upstart/Advance School (Sunnyvale Office)					
18-Nov Wed.	7 P.M.	Matthew Vo	Donald Lee Wing Wan	Mandy Huang	Connie Chen: Close with Human Nature		Ronn Patton	Jonathan Yu	Wing Wan	
					(AMT) Objection Handling					
21-Nov Sat.	10 A.M.	Kevin Wade	Michael Lien Lily Zhu	Matthew Vo	Jonathan Yu: Retirement 101/Fixed Annuity		Kym Pinnick	Lily Zhu	Emily Wang	
25-Nov Wed.	7 P.M.	Sally Wu	Sandy Yu Jonathan Yu	Emily Wang	Lily Zhu: Fast Start & Follow up		Jason Lin	Wing Wan	Connie Chen	
					(AMT) PFS					
28-Nov Sat.	10 A.M.	Susan Goodier	Mandy Huang	Sandy Yu	Piseth Leng: Insurance 101/FFIUL		Kevin Wade	Lily Zhu	Wing Wan	
			Lily Zhu		(AMT) Who We Are					

If you are the Trainer, MC, And Intro, you must be in MD meeting. Wed: 6:30pm, Sat: 9:30am

License Cram Class : email to instructor Ron Nishimura <ronnishi@sbcglobal.net>

Day time training / case study every Monday @ 10am to noon (Sunnyvale Office)