



# Fremont Branch

39355 California Street, Ste 201B, Fremont CA

APRIL  
2016

Time		BPM		BFS/FFS TRAINING (BFS Book Required)				Duty	
Date	Time	Introduction	Presenter	Team MC	Trainers and Topics		Greeter	Registration	Chairs
2-Apr Sat.	10 A.M.	No BPM in Fremont Office. BPM in Sunnyvale Office							
6-Apr Wed.	7 P.M.	A.J. Abellon	Hai Tran	Piseth Leng	Sally Wu: WFG Business vs. Traditional Industry		Ronn Patton	Emily Liu	Jonathan Yu
9-Apr Sat.	10 A.M.	Ronn Patton	Donald Lee Lily Zhu	Jewely Pay	Piseth Leng: Insurance Case Design		My Nguyen	Jewely Pay	Wing Wan
11-Apr	10 A.M.	(Sunnyvale Office) MONDAY - CASE STUDY TRAINING IN MANDARIN and English till NOON							
13-Apr Wed.	7 P.M.	Vy Nguyen	Lifang Chou Jonathan Yu	Emily Liu	Lily Zhu: 6 Steps & Speed Filters		A.J. Abellon	Sandy Yu	Lily Zhu
					Gina Pay: Prospecting and Inviting				
16-Apr Sat.	10 A.M.	Jewely Pay	Piseth Leng Lily Zhu	Matthew Vo	Jonathan Yu: Secure Your Retirement \$		A.J. Abellon	Lily Zhu	Wing Wan
18-Apr	10 A.M.	(Sunnyvale Office) MMONDAY - CASE STUDY TRAINING IN ENGLISH till NOON							
20-Apr Wed.	7 P.M.	Andrew Lim	Jennifer Sun Wing Wan	Yvonne Zhou	Lifang Chou: How Money Works		Ronn Patton	Jonathan Yu	Sandy Yu
					Connie Chen: Objection Handling				
23-Apr Sat.	10 A.M.	Yoon Cho	Matthew Vo Sandy Yu	Gina Pay	Sally Wu: College Planning (open to public)		Sandy Yu	Lily Zhu	Emily Liu
25-Apr	10 A.M.	MONDAY - CASE STUDY TRAINING IN MANDARIN and English till NOON							
27-Apr Wed.	7 P.M.	Kym Pinnick	Mandy Huang Jonathan Yu	Sally Wu	Jacky Tam: Exchange Principle		Hung Nguyen	Wing Wan	Connie Chen
30-Apr Sat.	10 A.M.	Maggie Quach	Hai Tran Piseth Leng	Sandy Yu	TBA		Vy Nguyen	Lily Zhu	Lily Zhu

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)**