



Fremont Branch

39355 California Street, Ste 201B, Fremont CA

FEBRUARY

2017

Time		BPM		BFS/FFS TRAINING (BFS Book Required)				Duty	
Date	Time	BPM Captain	Presenter	Intro & MC	Trainers and Topics	Greeter	Registration	Set up	
1-Feb Wed.	7 P.M.	Jennifer Sun	Donald Lee	Ronn Patton	Jonathan Yu: Exchange Principle	AJ Abellon	Helena Shen	Piseth Leng	
			Lily Zhu	Emily Liu					
4-Feb Sat.	10 A.M.	Lily Zhu	Andrew Lim	Stephy Chan	Rick Gallego: Voya Life Training		Stephy Chan	Bob Wang	
			Sandy Yu	A.J. Abellon					
9-Jan	10 A.M.	MONDAY - CASE STUDY TRAINING IN SUNNYVALE till NOON							
8-Feb Wed.	7 P.M.	Wing Wan	A.J. Abellon	Bob Wang	Connie Chen: How to Close	Ronn Patton	Andrew Lim	Jennifer Sun	
			Wing Wan	Helen Meng					
11-Feb Sat.	10 A.M.	A.J. Abellon	Donald Lee	Sherry Hu	Jonathan Yu: Business Presentation		Sherry Hu	A.J. Abellon	
			Jonathan Yu	Andrew Lim					
16-Jan		MONDAY - CASE STUDY TRAINING IN SUNNYVALE till NOON							
15-Feb Wed.	7 P.M.	Helen Meng	Lifang Chou	Andrew Lim	Sandy Yu: Annuity and Case Study	Alfred Meng	Lucy Chan	TC Yen	
			A.J Abellon	Emily Liu					
18-Feb Sat.	10 A.M.	Sandy Yu	A.J. Abellon	Helena Shen	Lily Zhu: Recruiting and Handling Objection		Ronn Patton	A.J. Abellon	
			Jonathan Yu	Andrew Lim					
23-Jan	10 A.M.								
22-Feb Wed.	7 P.M.	Yvonne Zhou	Jennifer Sun	A.J. Abellon	Sally Wu: WFG System vs. Traditional Industry	Kevin Gao	Wei Sun	Jennifer Sun	
			Sally Wu	Mandy Huang					
25-Feb Sat.	10 A.M.	Emily Liu	Andrew Lim	Khoa Tran	Donald Lee: Health and Wealth		Stephy Chan	TC Yen	
			Piseth Leng	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)