



## INVITATION TO

# ORANGE REGIONAL ROADSHOW

### Tools and Toys - a practical guide for advisers in how to get the best from mobile devices

In our fast paced business lives are we maximising technology to our best advantage? For some of us it's downright scary, for some we simply don't have the time to find out how we can best use it and for the rest, are we making the most of what we have at our fingertips? In this interactive session you will get some tips and also learn about some traps to avoid.



**Guest Speaker**  
Michael Harrison

#### **Date**

Tuesday 20 March 2012

#### **Time**

2.00pm – 5.00pm

#### **Venue**

Orange Ex-Services Club  
Timor Room  
231-243 Anson Street, Orange

#### **Closing Date**

Wednesday 14 March 2012

#### **Cost**

AFA Members \$45  
Non AFA Members \$55

#### **AGENDA**

- 2.00pm** Registration, Drinks & Canapés
- 2.55pm** Welcome
- 3.00pm** Michael Harrison
- 4.30pm** Open Forum
- 5.00pm** Close



## Guest Speaker



### Michael Harrison

Michael Harrison commenced his working life as an executive trainee at Myer Melbourne Limited in 1961 and studied accountancy part-time. In 1966 he purchased a half share of a footwear factory, later taking control of the business.

In 1970 Michael purchased a one-third share in a computer service bureau (Compudata Pty Ltd) and was its Marketing Director until he negotiated the successful sale of the business to Computer Resources Limited 18 months later.

Following the sale of the business Michael toured Australia and relocated to Adelaide. In 1972 he entered the life insurance industry with Security Life Assurances Ltd specialising in the design and implementation of human risk management strategies for public companies and high net worth individuals.

In 1980 he established Lumley Harrison Limited in partnership with the UK based Edward Lumley Group. The business, which was based in Sydney, specialised in the design of executive compensation programs for the public company market. He sold his interest in 1982. During this time Michael received international recognition as one of the world's top salespeople. He achieved life membership of the Million Dollar Round Table and qualified for the Top of the Table.

In 1985 he founded Australia's first private bank, Harrisons Australia Limited, which he owned jointly with NZI Securities (Western) Limited, part of the New Zealand Insurance Group. The company ceased to trade in 1990.

In 1992 Michael established Strategies Plus Concepts Pty Ltd, a business consultancy that designs growth strategies for businesses operating in the services sector, principally in financial and professional services.

Michael is the author of Ready, Aim, Sell!, the Consultants Toolkit, the Mini Guide to business series, Diamond Selling, How to Turn Questions into Cash and numerous articles about business. He has been invited to present his sales and business strategies as a keynote speaker to audiences in Australia, New Zealand, Asia the United Kingdom and the United States.



Event Date: Tuesday 20 March 2012 | Closing Date: Wednesday 14 March 2012

## 1. Personal Details

Title:  Name:   
Surname:  AFA Membership Number:

## 2. Contact Details

Licensee:   
Company:   
Mailing Address:   
City:  State:  Postcode:   
Phone:  Fax:   
Mobile:  Email:   
Special Requirements (e.g. access, dietary, other):

## 3. Number of people attending? (please provide name & email)

1. <input type="text"/>	<input type="checkbox"/> AFA Member	<input type="checkbox"/> Non Member
2. <input type="text"/>	<input type="checkbox"/> AFA Member	<input type="checkbox"/> Non Member
3. <input type="text"/>	<input type="checkbox"/> AFA Member	<input type="checkbox"/> Non Member
4. <input type="text"/>	<input type="checkbox"/> AFA Member	<input type="checkbox"/> Non Member
5. <input type="text"/>	<input type="checkbox"/> AFA Member	<input type="checkbox"/> Non Member
6. <input type="text"/>	<input type="checkbox"/> AFA Member	<input type="checkbox"/> Non Member
7. <input type="text"/>	<input type="checkbox"/> AFA Member	<input type="checkbox"/> Non Member
8. <input type="text"/>	<input type="checkbox"/> AFA Member	<input type="checkbox"/> Non Member
9. <input type="text"/>	<input type="checkbox"/> AFA Member	<input type="checkbox"/> Non Member
10. <input type="text"/>	<input type="checkbox"/> AFA Member	<input type="checkbox"/> Non Member



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## 5. Cost

- ☐ AFA Members \$45
- ☐ Non AFA Members \$55

**All costs stated above are GST inclusive.**

## 6. Payment Details

Please charge \$  (gst incl) to my (please tick) Master Card ☐ Visa ☐ AMEX ☐

Cardholder's Name:

Credit Card Number:           Expiry Date:   /

Signature:

☐ Enclosed is my cheque made payable to: Association of Financial Advisers Ltd.

☐ EFT - BSB 082-330 A/C No. - 028 57 3951

**For EFT payments please provide the date of the event you are attending and your name as a reference.**

Ref (date of event):  /  Surname:

### Cancellation Policy

The AFA will refund the cost if the applicant notifies the AFA seven days prior to the commencement of the program of their intention not to attend. If you do not notify the AFA seven days prior to the commencement of the program you will not be entitled to a refund. You may nominate another person to attend in your place.

### Please send or fax all registration forms to:

#### AFA National Office

PO Box Q279, Queen Victoria Building NSW 1230

Ph: (02) 9267 4003 | Fax: (02) 9267 5003

#### Melissa Favaloro

Email: melissa.favaloro@afa.asn.au

All registrations will be confirmed by email. A receipted tax invoice will be emailed to the address on your registration form.