Mindpath

Creating New Paths To Learning

5.5 CE Credits Available!

The Buying & Selling of Financial Advisory Practices

A One Day Educational Conference For Financial Advisors, Planners and Brokers

Conference Co-Chairs

Sandra Foster
President
Headspring Consulting Inc. &
Author of 'Buying and Selling a Book of Business ~ What Every Financial Advisor and Planner Should Know'

George Hartman
Consultant, Coach, Facilitator

THE COVENANT GROUP
Redefining Performance

Monday, May 14, 2007 ~ Copper Creek Golf Club, Kleinburg, Ontario

Everything You Need To Know About Selling or Buying a Book of Business

Are you in the market to expand your practice through a purchase or acquisition? Maybe you would like to know how to add value to your business now in preparation for sale now or in the future.

Does the prospect of putting your book up for sale or purchasing an existing book seem daunting and complex?

If you answered yes to any of these questions, then plan to attend Mind*path*'s Buying & Selling of Financial Advisory Practices.

This one-day conference will feature leading industry experts with established track records in guiding advisors though the buying and selling process.

This Mind*path* conference will appeal to financial advisors, planners and brokers who are in the market to buy or sell a book of business or who simply want to learn how to prepare their practice for when it comes time to sell.

Silver Sponsor

EQUITY Associates Inc.

Hear From Top Speakers in the Buying & Selling of Financial Practices Field

~ Practice Valuation
~ Arranging for Financing
~ The Transition Process
~ Tax Implications
~ Key Legal Issues
~ How to Maximize the Value of a Practice
~ Product Mix Compatibility
~ Revenue Mix
~ Technology Issues
~ How to Systematically Prepare Your Practice
... and much more

Plus – Hear from our Advisor Panel!

Hear from our Panel of Advisors who have 'been there, done that'- bought or sold books of business. Learn the do's & don't's – avoid the pitfalls.

New Speakers Added!
Julie Littlechild, Advisor Impact
Rob McLelland, Assante Wealth Management
Ellen Bessner, Gowling Lafleur Henderson LLP

Mind*path* Conferences Emphasize Interaction and Education

We've all been to conferences which feature presentation after presentation where the speaker has time for one or two questions and then they're gone.

At Mind*path*, the emphasis is on learning through participation and interaction. Generous Q&A / discussion periods with leading industry professionals facilitate the learning process.

A premium is placed on delegates having access to speakers at Mind*path* conferences and forums.

Industry experts are available to answer your questions & concerns directly.

This Mind*path* conference will appeal to Senior Financial Advisors, Planners, Brokers and Investment Advisors.

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Tel. (416) 929-MIND (6463) OR (877) 929-6463 Fax: (866) 244-9837
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Outside-the-Box Thinking

Mind*path* is a different kind of educational conference company for the financial services industry. The goal of Mind*path* conferences is to bring ‘outside-the-box’ thinking and leading-edge learning programs to financial advisors, planners, brokers and investment advisors. Timely information from top industry experts and attendee engagement facilitates the learning process.

Mind*path*’s Principals Are Financial Industry Veterans

Mind*path* financial conferences are content-driven by industry professionals.

Two of Mind*path*'s principals, Don Bridgman and Daniel Tutton, are financial industry veterans who bring a combined total of nearly 50 years experience in the financial services sector to the company.

Daniel Tutton, President, is a nineteen year veteran of the financial services industry. Previously, Dan served as Senior Vice President of one of Canada’s leading financial services companies. He has been involved with educational conferences and special events throughout his business career.

Don Bridgman is also a principal of Mind*path* and brings over 28 years of experience in the financial services industry to the company. He has been an advisor, a senior marketing and sales executive, an industry consultant, a public speaker, a conference manager and workshop facilitator, as well as a trainer and performance coach with unique expertise in personal strategic planning.

He currently co-owns and manages one of the largest branches of a leading Canadian wealth management firm.

As a result, Don remains close to the information and education needs of advisors on a daily basis resulting in topical, relevant and up-to-date programs for Mind*path* educational conferences.

Mind*path* CEO Dan Jerred has over 30 years business experience and brings a depth of expertise in the creation and execution of cutting-edge financial conferences. He has worked in senior capacities with several of Canada’s leading financial conference companies before becoming CEO of Mind*path*.

PROGRAM AGENDA

8:50 AM Welcome / Introductory Comments from Mind*path*

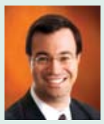
9:00 – 10:00 AM ~ Opening Keynote Address + Q&A Period

Sandra Foster, President
Headspring Consulting Inc.

Topic: “Buying & Selling a Book of Business”
~ landscape of the marketplace in Canada
~ practice valuation
~ arranging for financing
~ MFDA versus IDA transactions
~ the transition process
~ myths & misconceptions

10:00 - 10:15 AM ~ Morning Refreshment & Networking Break

10:15 – 11:00 AM Tax Session + Q&A Period



Jamie Golombek CA, CPA, CFP, CLU, TEP
Vice President, Tax & Estate Planning AIM Trimark Investments

Topic: ‘The Tax Implications of Buying & Selling A Practice’
~ employee, self-employed or incorporated?
~ tax considerations for buyer
~ tax considerations for seller
~ future of advisor incorporation

11:00 – 11:45 AM ~ **Legal Session + Q&A Period**

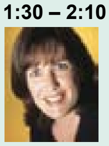
Robert Kepes, LLB
Morris & Morris LLP

Topic: Key Legal Issues Involved with the Purchase or Sale of a Book of Business
~ what are you selling? Assets vs shares
~ share sale considerations
~ asset sale considerations
~ sale of, and by, a partnership
~ structuring the payment of the purchase price
~ earn outs
~ non-competition clauses
What are the legal issues involved with buying and selling your book? Hear from Robert Kepes a leading legal expert who has counselled Advisors on the sale and purchase of books of business.

11:45 – 12:00 Noon ~ **Pre-Lunch Leg Stretch**

12:00 – 1:30 PM Event Luncheon

1:30 – 2:10 PM



Julie Littlechild
Advisor Impact

Topic: Buyer Beware: Lessons from Advisors Who Have ‘Been There, Done That’ (Bought & Sold Books of Business)
~ how Canadian Advisors define, realize and build value in a practice
~ understanding the bottom line impact of a book purchase
~ what advisors who have bought and sold would do differently
~ tactics to mitigate risk

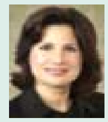
2:10 – 3:00 PM

George Hartman
The Covenant Group

Topic: The Key Aspects of Maximizing the Value of a Practice. Including:
- the importance of a transitional communication plan
- quality of the business plan
- product mix compatibility
- revenue mix (recurring vs. new)
- financial records

3:00 – 3:15 PM ~ Afternoon Refreshment & Networking Break

3:15 – 4:00 PM Compliance Session
What are the key compliance issues which must be addressed before the sale?



Ellen Bessner, Partner
Gowling Lafleur Henderson LLP

Topic: The Anatomy of A Compliant Book, Branch & Business
~ myths & pitfalls of the purchase
~ crucial questions to ask
~ what are the risks to assess
~ how to determine values and culture

4:00 – 5:00 PM Advisor Discussion Panel

Currently participating on the panel is Rob McLelland of Assante Wealth Management.

Learn first-hand from Advisors who have been through the selling and buying process. Our Advisor Panel will feature Financial Advisors who have been on both sides of a book of business sales or purchase transaction. Hear about the do’s and don’ts. Avoid the pitfalls which will save you time and money.

5:00 PM ~ Business Card Draw

5:10 – 6:30 PM ~ Networking Cocktail Reception

A Reputation for Excellence – Delegate Testimonials

This is what delegates at Mind*path*'s October Top Advisor's Symposium had to say:

"Excellent conference with great speakers. Excellent planning ... the whole day was just great. Thank you very much. I learned a lot." ~ **Lisa Chew, BMO Bank of Montreal**

"Excellent. One of the best conferences from a learning point of view I have attended. You could see the focus here was on education and presenting different points of view." ~ **Chris Edwards, Assante**

"I think the tone of the event was really wonderful. I found the panelists / speakers on the income trust segment refreshingly blunt and candid. I think part of this was due to the type of event this was, where the emphasis was on learning" ~ **Jennifer Hiemstra, Credential Securities**

"Very good and I enjoyed the unique format of the conference. Have given positive feedback to colleagues who could not attend." ~ **Susan Yao, CIBC Imperial Service**

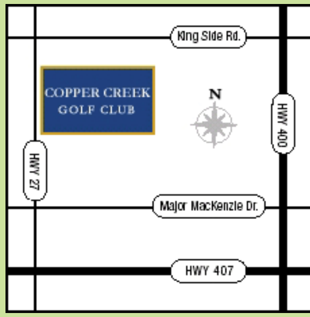
"Quality speakers who were willing to answer all questions with their insight in a candid and honest way." ~ **David West, Berkshire Securities**

CONFERENCE LOCATION

Copper Creek Golf Club
11191 Highway #27, Kleinburg, Ontario L0J 1C0
Tel.: (905) 893-3370

Ideally located 10 minutes north of Highway 407 on the east side of Highway 27 in the picturesque town of Kleinburg.

15 minutes from Pearson International Airport and 35 minutes from downtown Toronto.



Registration Form

Important Note
Conference content is designed to meet the information and education needs of senior financial advisors, planners, brokers and investment advisors.

Cost to attend the conference is **$295.00** per delegate + GST.

Early-Bird Special
Register by April 2 and save 10%.

Bonus!
First 75 Advisors to sign up will receive a copy of Sandra Foster's book: 'Buying & Selling a Book of Business'

Yes I would like to register the following people from my firm:

Delegate Name (please print name in full) ______ Title ______

Delegate Name (please print name in full) ______ Title ______

Delegate Name (please print name in full) ______ Title ______

Delegate Name (please print name in full) ______ Title ______

Delegate Name (please print name in full) ______ Title ______

Delegate Name (please print name in full) ______ Title ______

Total number of delegates:

______ x $295 = ______ + GST = ______

Company Name ______

Address ______

City Province Postal Code ______

Phone ______ Fax # ______ eMail Address(es) ______

Method of Payment
☐Cheque ☐VISA ☐M/C ☐AMEX
Card Holder's Name: ______
Card Number: ______
Expiry Date: ______
Signature: ______
Today's Date: ______

How to Register
You may register in one of the following ways:

1. By faxing the completed registration form toll-free to 1.866.244.9837

2. By eMailing the completed registration form to registrations@Mind*path*.ca

3. By Mail to:
   Mind*path* corp.
   60 St. Clair Ave. East, Suite 908
   Toronto, ON M4T 1N5

4. By phone:
   call Allan Clemmens at
   (416) 929-MIND (6463)
   Toll Free 1.877.929.6463