Mindpath

Creating New Paths To Learning

Up to 6.0 CE Credits Available

The Buying & Selling of Financial Advisory Practices, 4th Edition:

The New Landscape

George Hartman
CEO
Market Logics Inc.

Howard Johnson
President
Veracap

Ellen Bessner
Lawyer & Partner
Cassels Brock Lawyers

Kenneth Dekker
Lawyer & Partner
Affleck Greene
McMurtry

Carol Bezaire
Vice President, Tax &
Estate Planning
Mackenzie
Investments

William (Will) Wood
Director
Wealth Management
ScotiaMcLeod

New This Year ! Buy / Sell Facilitation Forum

Tuesday, May 4, 2010 ~ Novotel Toronto North York Hotel

New and Updated Program Content

Much has happened in the market since Mind*path*'s last Buying and Selling of Financial Advisory Practices Conference in early 2008.

Attend this unique one-day educational conference and learn from leading experts in the field of Buying and Selling of Financial Advisory Practices.

Conference speakers will present new and updated information.

Are you in the market to expand your practice through a purchase or acquisition?

Would you like to know how to add value to your business in preparation for sale now or in the future? The sale or purchase of a book of business can be a complex exercise.

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.

New This Year!

Buy Sell Facilitation Forum
Meet with prospective buyers & sellers at the end-of-day buy/sell facilitation forum

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

~ Practice Valuation
~ The Transition Process
~ Tax Implications
~ Key Legal Issues
~ Preparing for the Sale
~ How to Maximize the Value of a Practice
~ Product Mix Compatibility
~ Case Studies and Actual Examples of Book Sale Transactions
~ How to Systematically Prepare Your Practice
~ Right-sizing a Practice
and much more...

Plus – Hear from our Financial Advisor Discussion Panel!

Mind*path* Conferences Emphasize Interaction and Education

Mind*path* conferences emphasize 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 Conference Will Appeal To

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

Past Attendees Have Spoken Highly About This Event

"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**

"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**

Outside-the-Box Thinking

Mind*path* is a unique educational conference company for the financial services industry. We offer financial education and top speakers on topics which no other conference company provides.

Conference Partner & Keynote Luncheon Presentation

ScotiaMcLeod

Conference Partner & Luncheon Sponsor

Investment Planning Counsel

Mind*path* corp., 60 St. Clair Ave. East, Suite 908, Toronto, Ontario, Canada M4T 1N5
Tel. 416.929.MIND (6463) OR Toll-Free: 1.877.929.6463 Fax: 1.866.244.9837
www.Mind*path*.ca

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.

Don Bridgman brings over 28 years of experience in the financial services industry to the company.

Don 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. Currently he serves as Vice Chair of the McMaster University Pension Trust Committee.

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.

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*.

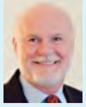
Past Organizations Which Have Attended

~ Berkshire Securities
~ AGF Management Limited
~ Ajax Financial Planning
~ Arca Financial
~ Assante Capital Management
~ BMO Nesbitt Burns
~ Braley Winton Financial Group
~ Brown Financial & Insurance
~ Burns Financial
~ Canaccord
~ CIBC Imperial Service
~ Claymore Financial
~ Credential Financial
~ Croft Financial Group
~ Desjardins Financial Security
~ Dundee Private Investors / Securities
~ Equity Associates
~ First Capital Financial
~ Flagstone Financial
~ Freedom 55 Financial
~ FundEx Investments
~ Gordon E. Pilkington Ins.
~ Industrial Alliance
~ ING Wealth Management
~ Investment Planning Counsel
~ Investors Group
~ Keybase Financial
~ Laurentian Financial Services
~ Manulife Financial
~ MDK / Child Financial Advisors
~ Partners In Planning
~ Polson Bourbonniere
~ Power Financial
~ Raymond James
~ Richardson Partners Financial
~ Russell Investments
~ Scotia McLeod
~ Stonegate Private Counsel
~ Talisman Investment Planning
~ TD Asset Management
~ TE Wealth
~ The Insurance Clinic
~ Tipper Financial
~ Turner Financial
~ Wellington West Financial

PROGRAM AGENDA

8:20 AM ~ Introductory Remarks from Mind*path*

8:30 – 9:15 AM



George Hartman
CEO
Market Logics Inc.

Topic: 'Preparing Your Practice for A Sale and Maximizing Value'
Including:
~ Your Exit Strategy and Your Succession Plan – There's a difference!
~ Maximizing Your Value Proposition to Maximize Your Value
~ Cash Flow is King – Honour it!
~ You're Fired! – Making yourself dispensable.
~ Right-sizing Your Practice

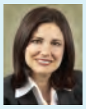
9:15 – 9:30 AM ~ Networking Refreshment Break

9:30 – 10:15 AM

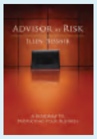
Kenneth Dekker
Lawyer & Partner
Affleck Greene McMurtry

Topic: 'The Advisor's Book of Business – Do You Really Own Your Clients?'
Including:
~ learn the legal ins and outs of book ownership from one of Canada's leading legal experts in the field
~ hear about legal case studies, arguments and decisions
~ learn how the law can protect you from the loss of your book

10:15 – 11:00 AM



Ellen Bessner
Lawyer & Partner
Cassels Brock Lawyers



Topic: 'Advisor at Risk: A Roadmap for Protecting Your Business' (from her book of the same name)
Including:
~ learning to understand the components of a compliant book of business
~ how to analyze the value of what you are buying
~ where and how to increase the value of your book in advance of a sale

11:00 – 12:00 PM

Howard Johnson
President
Veracap

Topic: 'Valuing Financial Planning Practices'
Including:
~ how the economic value of a practice is established
~ deal structuring and pricing issues
~ current trends and developments in practice valuation
~ finding opportunities for hidden value

12:00 Noon – 1:00 PM ~ Conference Luncheon
Sponsored by: Investment Planning Counsel®

1:00 – 2:00 PM ~ Keynote Luncheon Presentation

William (Will) Wood
Director, Wealth Management

Todd Barnes
Director, Branch Manager, Wealth Advisor

ScotiaMcLeod®

Topic: 'Case Studies and Actual Examples of Completed Deals'

2:00 – 2:30 PM

Carol Bezaire
Vice President, Tax & Estate Planning
Mackenzie Investments

Topic: 'The Tax Aspects of Transitioning a Financial Advisory Practice'
Including:
~ Tax and risk implications of buying/selling
~ Asset sale versus share sale
~ Tax-deferred retirement planning for the seller

2:30 – 2:45 PM ~ Networking Reception Break

2:45 – 3:30 PM ~ Advisor Discussion Panel

Rob McClelland
Assante

~ hear from Advisors who have bought or sold a book of business
~ learn from their experience

3:30 – 4:30 PM ~ **Buy / Sell Facilitation Forum***
~ meet with other prospective buyers and sellers of books of business

4:30 PM ~ Business Card Draw for a GPS Car Navigation System

4:30 – 5:30 PM ~ End-of-Day Networking

* Note: The Buy/Sell forum is the first of its kind at this conference. Mind*path* cannot guarantee an equal number of buyers and sellers will be in the room. Buyers and sellers will be identified by colour coded name badges for easy identification.

CONFERENCE LOCATION

Novotel Toronto North York Hotel
3 Park Home Avenue
Toronto, Ontario M2N 6L3
Tel. 416.733.2929

Special Room Rates Available for Conference Delegates

Reserve your room by April 18 to receive a special $ 149 room rate for Mind*path* Conference delegates. Special rates available on May 2, 3 & 4. Contact the hotel for details or to send an email inquiry to Novotel-northyork_res@accor-hotels.com

Registration Form

Conference Fee ~ Register by April 2 and Save!

Early Bird Pricing / Register by April 2

Early Bird Price: **$295.00** + GST

After April 2

$395.00 + GST

Special Discounts

1. Attendees at previous Buying & Selling Conferences will receive a 10% discount on the above admission prices.
2. Group Discounts: Three delegates or more from the same branch receive a 10% discount.

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

______________________________ ________________
Delegate Name (please print name in full) Job Title

______________________________ ________________
Delegate Name (please print name in full) Job Title

______________________________ ________________
Delegate Name (please print name in full) Job Title

______________________________ ________________
Delegate Name (please print name in full) Job Title

Total number of delegates:

____ @ ________ + 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. **Register Online**
   Register online by clicking **here**
2. **Register by Fax**
   By faxing the completed registration form toll-free to 1.866.244.9837
3. **Register by Mail**
   Send completed registration form and cheque to Mind*path* corp.
   60 St. Clair Ave. East, Suite 908
   Toronto, ON M4T 1N5
4. **Register by Phone**
   Call Allan Clemmens at 416.929-MIND (6463) ext. 225 or Toll Free 1.877.929.6463)