Mindpath

Creating New Paths To Learning

Up to 6.0 CE Credits Available!

4th Annual Top Advisors Investment Strategies Symposium



Turning The Current Retirement Income Crisis Into Opportunity

An Advisor's Road Map for Maximizing Retirement Income and Managing Risk

Conference Chair
Dan Richards
President
Strategic Imperatives

Daryl Diamond
President
Diamond Retirement Planning Ltd.

John Tory
Keynote Luncheon Speaker

Ray Kong
Vice President
Ipsos Reid

Steve Orlich
Vice President
Strategic Asset Allocation
MFC Global Investment Management

Louise Guthrie
Assistant Vice President
Tax & Retirement Services
Manulife Investments

Ben Cheng
Senior Portfolio Manager
IA Clarington Investments

Tuesday, November 24, 2009 ~ Mississauga Convention Centre

Canadians Re-Thinking Retirement Plans

Tumultuous markets and the economic downturn of the past twelve months have caused many Canadians to re-think their retirement plans.

According to recent research close to one in three Canadians who planned to retire in the next five years are now looking seriously at delaying their retirement date.

Of those planning to delay their retirement, close to half report that they have not broached this subject with their financial advisors.

Further, about seven out of ten Canadian employees have no employer pension plan. And for those who do have a pension plan, under-funding and even default remain as major concerns.

Symposium Will Offer Financial Strategies and Solutions

This Mind*path* Symposium will offer retirement income strategies, solutions and products to help your clients navigate the murky waters of retirement.

You will hear from retirement income thought leaders, consultants, strategists, portfolio managers, and product specialists.

This is a *must-attend* symposium for any advisor looking for solutions and products to optimize their clients' retirement income and investment portfolios.

Platinum Conference Partner

Manulife Investments

Gold Conference Partner

IA CLARINGTON™ INVESTMENTS

Leading Retirement Income Experts To Speak

Daryl Diamond
President, Diamond Retirement Planning
Daryl's book, "Buying Time – Trading Your Savings for Income and Lifestyle In Your Prime Retirement Years" is a consumer-friendly guide which describes the principals employed in his own practice to help clients structure their personalized income and lifestyle plan. His theme of building relationships of trust with clients and incorporating the personal aspects of retirement planning into the financial aspects of asset management is a timely approach to providing financial services.

John Tory
As the former leader of the official opposition in Ontario, John Tory brings a unique perspective to the symposium with his address titled 'Straight Talk on the Retirement Income Crisis'.
A former senior business executive with Rogers Communications and past Co-Chair of the Greater Toronto United Way fundraising campaign, John now hosts a daily talk radio program on CFRB while he weighs his options for another possible run as Toronto's mayor in 2010.

Ray Kong
Ray Kong is Vice President at Ipsos Reid in Toronto and is a highly experienced marketer and market researcher with particular emphasis in the financial services sector. He has held senior executive level marketing roles at major Canadian financial institutions and with Ipsos, has worked with almost every major financial services organization in Canada, keeping them abreast of household saving, spending and investing behaviour. In addition, he is an adjunct professor of marketing in the School of Administrative Studies at York University.

Steve Orlich
Vice President, Strategic Asset Allocation
MFC Global Investment Management
Steve is responsible for the management of strategic asset allocation products on behalf of MFC Global Investment Management worldwide. He leads a technical team that researches and develops state-of-the-art asset allocation solutions for institutional and retail investors.

Ben Cheng
Ben Cheng is one of Canada's most successful and respected income managers. He has extensive portfolio management experience in both equity and fixed income markets. Prior to becoming a portfolio manager with IA Clarington, he built an impressive track record managing more than $7 billion at a very large Canadian mutual fund manager.

Past Delegates Found This Conference Time Well Spent

"I found the whole day to be very informative and timely. In the brief time since the Symposium I have used the information in a seminar that I had scheduled and to help close 2 deals involving retirement planning. The data provided that day is really resonating with the clients I have talked to since." ~ **John Barrett, CFP, Prosperity One**

"You have nailed the kind of day, in terms of quality when I look for CE credits." ~ **Don Macfarlane, CFP, Assante Financial Management**

Notes:

1. CE Credits are Professional Development Credits from Advocis & The CLU Institute. Most Mind*path* events also qualify for IIROC CE Credits.
2. Conference content is designed to meet the information needs of senior financial advisors, planners and brokers.

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www.Mind*path*.ca

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

8:20 AM Welcome / Introductory Comments from Mind*path* and Conference Chair Dan Richards

Dan Richards
President
Strategic Imperatives

8:30 – 9:30 AM

Daryl Diamond
President
Diamond Retirement Planning Ltd.

Topic: “Turning the Retirement Income Crisis Into Opportunity: Maximizing Income & Minimizing Risk”
Including:
- ~ differentiating your services in the Retirement Income Market
- ~ the differences between accumulation and income
- ~ making efficient use of assets and benefits
- ~ ‘intelligent disassembly’
- ~ addressing changing client needs and wants

9:30 – 10:15 AM

Ben Cheng
Senior Portfolio Manager

Topic: “Maximizing Retirement Income Using Conservative High Yield Investments and A Tactical Approach”
Including:
- ~ an overview of high yield conservative investments such as:
  - • high yield bonds • preferred shares
  - • convertible bonds • income trusts
  - • REITS • high dividend common shares
- ~ how to allocate and tactically manage these asset classes to maximize return and minimize risk

10:15 – 10:30 AM ~ Morning Refreshment & Networking Break

10:30 – 11:30 AM

Philip Petursson
Director
Institutional Equities

Steve Orlich
VP
Strategic Asset Allocation

Topic: “Taking a Pension Style Approach to Risk”
Including:
- ~ how and why taking a pension style approach to risk can be an effective strategy for your clients
- ~ the importance of risk management when constructing a portfolio
- ~ optimizing a portfolio’s risk / return profile

11:30 AM – 12:00 Noon

Ray Kong
Vice President, Ipsos Reid

Topic: “Changing Investor Mindsets and What They Mean for You”
Including:
- ~ the recession has caused investor attitudes to change towards their lives and business
- ~ these changes are deep-seated, long-lasting and accelerated by electronic social networking
- ~ what do these trends mean for financial advisors and how can they respond?

12 Noon – 1:00 PM Event Luncheon

1:00 – 1:45 PM

John Tory
Topic: “Straight Talk on the Retirement Income Crisis”
Including:
- ~ too much life left over at the end of the money: the pension income crisis in Canada
- ~ why governments are looking the other way
- ~ a call to action for financial advisors

2:00 – 2:30 PM

Philip Petursson
Director Institutional Equities
MFC Global Investment Management

Topic: “Portfolio Manager’s Market Outlook”

2:30 – 2:45 PM ~ Afternoon Refreshment & Networking Break

Break-Out Sessions

2:45 – 4:45 PM ~ Break-Out Sessions

Speakers Include:

Break-Out Room 1 (Hall ‘F’)
2:45 – 3:25 PM Mark Shimmin, District Vice President, Manulife Investments
Topic: “Stress Testing Your Retirement Income Portfolio”
Including:
- ~ building and strengthening client relationships with product allocation
- ~ leveraging product allocation strategies to measure and improve retirement income sustainability

3:25 – 4:05 PM Louise Guthrie, Assistant V.P., Tax & Retirement Services
Topic: “Tax & Estate Planning”
Including: Implications of the proposed changes to the CPP and Provincial Pension reforms.
4:05 – 4:45 PM Ian Miller, District Vice President, Manulife Investments
Topic: “Increase Revenue through Innovative Wealth Management Sales and Marketing Approaches”
Including:
- ~ simple and actionable client solutions which will lead to higher Mutual Fund, Segregated Fund and Insured GIC sales

Break-Out Room 2 (Hall ‘G’)

2:45 – 3:25 PM Doug Yam, Eastern Regional Sales Manager, IA Clarington Investments
Topic: “Using GMWB with HNW and Retiring Clients”
- ~ including new developments in the GMWB marketplace

3:25 – 4:05 PM Dan Richards, CEO & Kevin Mulhern, VP Operations
Topic: “ClientInsights.ca: The Future of Client Communications” – an overview of the new online video and information resource portal for advisors.

4:05 – 4:45 PM Gilles Marceau, Gilles R. Marceau & Associates Inc.
Topic: “Beyond the Financials” ~ Utilizing a Holistic Approach to Retirement Planning

4:45 – 5:00 PM
Closing Comments from Dan Richards and Mind*path*
5:00 PM ~ Business Card Draw
5:15 – 6:30 PM ~ Cocktail Reception

CONFERENCE LOCATION

Mississauga Convention Centre
75 Derry Road West, Mississauga, ON L5W 1G3

Tel. 905.564..1920 Toll-Free: 1.877.766.4613

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

Registration Form

Conference Fee:

1. Regular Admission Price: $249.00 + GST = **$261.45** per delegate

2. Sponsor's Discounted Admission Price: $199.00 + GST = **$$208.95** per delegate

3. Group Discount: Three or more advisors from the same branch and receive a 10% discount

To take advantage of the Sponsor's Discount, simply enter one of the following Sponsor's Code in the space below
Manulife Investments: #MIP901 **IA Clarington**: #IAC902

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Sponsor Code #

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 ______________

Total number of delegates:

______ x $249.00 = _________ + GST = _________

______ x $199.00 = _________ + GST = _________

____
Company Name

____
Address

____
City Province Postal Code

____
Phone eMail Address(es)

Note:
~ Continental Breakfast opens at 7:30 AM
~ Conference commences at 8:20 AM
~ Business Card Draw & Networking Cocktail Reception follow conference sessions at 5:00 PM

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 along with cheque payable to Mind*path* corp. to the following address:
   60 St. Clair Ave. East, Suite 908
   Toronto, ON M4T 1N5

4. **Register by Phone**
   Call 416.929-MIND (6463) ext. 225
   Toll Free 1.877.929.6463