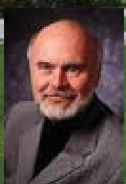
Mindpath

Creating New Paths To Learning

5.75 CE Credits Available!

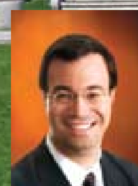
The Buying & Selling of Financial Advisory Practices

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



Conference Chair
George Hartman
Advisor Coach, Facilitator, Consultant

THE COVENANT GROUP



Tax Implications are a major factor in the buying or selling of a book of business. Hear from Jamie Golombek, financial columnist and one of the country's top tax experts.

AIM TRIMARK

Thursday, October 11 ~ MacEwan Conference & Event Centre, University of Calgary Campus

Follows the highly successful May, 2007 Kleinburg, Ontario Conference on this topic.

Here is what Attendees in Kleinburg had to say about the Conference

“I thought it was a great seminar.”
Izhak Goldhaber, Senior Financial Advisor, Berkshire Securities

"All in all, I would recommend this conference to all my peers."
Lise Martens, Certified Senior Advisor, Desjardins Financial Security

"I really enjoyed your seminar - the speakers were well informed and delivered great presentations."
Lorne Marr, Lorne S. Marr Insurance Services Ltd.

"This was a great start, thanks. I look forward to the next installment."
Wayne Lang, Senior Financial Advisor

"It is hard to improve on something that was so well organized."
Joseph Attard, Principal, Global Maxfin

"I have enjoyed both of the Mindpath Conferences that I have attended. They are professionally run, have top-notch speakers and have been worth my time to attend."
John Chapman, Investment Advisor, Dundee Securities

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
~ Foundations of a Compliant Book
~ How to Systematically Prepare Your Practice
... and much more

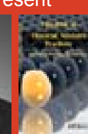
Plus – Hear About the ‘Do’s & Don’ts’ from Acquisition Expert Rob McClelland of Assante Wealth Management

Rob has grown his book of business ten-fold in a relatively short space of time through purchase and acquistion.

Learn from his experience.

New Speaker Added For Calgary!

Author & Consultant **Jeff Bryce** will present findings from his newly released book, ‘Valuation of Financial Advisory Practices ~ Succession Planning for Advisors



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.

Mind*path* corp., 60 St. Clair Ave. East, Suite 908, Toronto, Ontario, Canada M4T 1N5
Tel. (416) 929-MIND (6463) OR (877) 929-6463 Fax: (866) 244-9837
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.

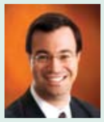
As a result, Don remains close to the information and education needs of advisors on a daily basis resulting in topical, relevant and up-to-date programs for Mind*path* educational conferences.

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

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

9:00 – 10:15 AM Tax Session + Q&A Period



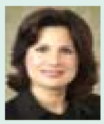
Jamie Golombek CA, CPA, CFP, CLU, TEP
Vice President, Tax & Estate Planning AIM Trimark Investments

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

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

10:30 – 11:15 AM Compliance Session
What are the key compliance issues which must be addressed before the sale?

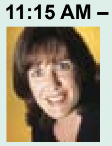


Ellen Bessner, Partner
Gowling Lafleur Henderson LLP

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

11:15 AM – 12:00 Noon



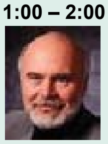
Julie Littlechild
Advisor Impact

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

12:00 – 1:00 PM Event Luncheon

1:00 – 2:00 PM

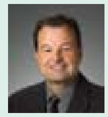


George Hartman
The Covenant Group

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

2:00 – 3:00 PM



Jeff Bryce, President, Bryce Consulting

Topic: ‘Valuation for Financial Advisory Practices – Succession Planning for Advisors’

Jeff will speak to this topic which comes from his newly released book of the same name. Topics covered include:

~ A snapshot of the financial advisory industry
~ A review of valuation methods and factors that pressure valuations
~ The results of a survey of financial advisors
~ A discussion and examination of the survey results

3:00 – 3:20 PM ~ Afternoon Refreshment & Networking Break

3:20 – 5:00 PM

Rob McClelland, Senior Financial Advisor & Vice President
Assante Wealth Management

Topic: ‘Growing Your Financial Advisory Practice Through Acquistion – What To Do; What Not To Do From A Seasoned Pro’

5:00 PM ~ Business Card Draw

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

CONFERENCE LOCATION

MacEwan Conference & Event Centre
(on the University of Calgary Campus)

2500 University Drive NW
Calgary, AB T2N 1N4
Tel.: 403.210.9375

Accommodations at the Venue
A limited number of guest rooms are available on-site. Please call 403.220.3203 for more information.

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 **$495.00** per delegate + GST.

Bring Your Colleagues and Save!
A 10% discount will apply to three or more delegates from the same company and office.

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Delegate Name (please print name in full) Title

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Delegate Name (please print name in full) Title

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Delegate Name (please print name in full) Title

Total number of delegates:

______ x $495 = _________ + 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. Online by eMailing the completed registration form – click **here** to view online form.
3. By Mail to:
   Mind*path* corp.
   60 St. Clair Ave. East, Suite 908
   Toronto, ON M4T 1N5
4. By phone:
   Call: 416.929-MIND (6463)
   Toll Free 1.877.929.6463