

<div>Meanings of Color</div> <div><div></div>Platform Events</div> <div><div></div>Carriers' Training</div> <div><div></div>Events for Members' Guests</div> <div><div></div>Carriers' 1-on-1 Case Studies</div>								<div>Monthly Platform Events Schedule - MARCH</div> <div>Reservation: RSVP is required to the Google calendar of admin@wayfinancial.ca and events take place in Boardroom unless otherwise specified.</div> <div>Remarks: The strategies and opinions presented by external speakers are in their personal capacity and do not reflect the views of the company.</div>						
Week	Time	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday							
1st	11am - 12:30pm					<div>Harness the Power of Par Whole Life Cash Value Part II</div> <div>EL Monica Zhang</div>	<div>Business Start-up Training #9: Closing Skills</div> <div>Ryan Lee</div> <div>(10 - 11:30 am, 3rd Floor)</div>							
	2pm					<div>1-on-1 Case Studies</div> <div>EL Monica Zhang</div> <div>(1 - 3 pm)</div>	<div>Business Start-up Coaching</div> <div>William Liu</div> <div>(11:30am - 12:30 pm, 3rd Floor)</div>							
	4pm													
2nd	11am - 12:30pm			<div>Goal Setting (Mandarin): The Action Step 3 Part 1</div> <div>William Liu</div>	<div>HLLQP Exam Preparation</div> <div>Jack Cao</div>	<div>Lunch &amp; Learn: Corporate CI: Keep Business Running with Critical Illness Insurance</div> <div>CL Carol Ng</div>	<div>Business Start-up Training #10: Activity Management Skills</div> <div>Ryan Lee</div> <div>(10 - 11:30am, 3rd Floor)</div>							
	2pm		<div>MDRT Training: Whole Person #3</div> <div>* Age of Abundance</div> <div>* Are You Relevant</div> <div>* How MDRT Mentors Changed My Life</div> <div>* If you Cannot Stand up Stand out</div> <div>* Learning to Laugh Again</div> <div>* Personal Creativity and Innovation</div>	<div>1-on-1 Case Studies</div> <div>RBC Mike Jackson</div>		<div>1-on-1 Case Studies</div> <div>CL Carol Ng</div> <div>(1 - 3 pm)</div>	<div>Business Start-up Coaching</div> <div>William Liu</div> <div>(11:30am - 12:30 pm, 3rd Floor)</div>							
	4pm													

3rd	11am - 12:30pm			Goal Setting (Mandarin): The Action Step 3 Part 2 William Liu	HLLQP Exam Preparation Jack Cao (Lounge)	RESP Monthly Training: Selling Flex First Plan - Review Clients Suitability and e-Application Jennifer Chan	Segregated Funds - Opportunity in the Market RBC Mike Jackson	Business Start-up Training #11: Customer Service Ryan Lee (10 - 11:30am, 3rd Floor)
	2pm		MDRT Training: Marketing #3 * Marketing Strategies toward Top of the Table * Playing for Change * Paychecks and Play checks * Never Tell Me Never * Networking * Mining for New Clients * Million Meal Challenge				1-on-1 Case Studies GWL Jason Yang (1 - 3 pm)	Business Start-up Coaching William Liu (11:30am - 12:30 pm, 3rd Floor)
	4pm							
4th	11am - 12:30pm			How to Successfully Build Team Sunny Chan	HLLQP Exam Preparation Jack Cao	Making a Good Thing Better: Sun Critical Illness Insurance (Sun CII) SL Viola Lam	Business Start-up Training #12: Professional Skills Ryan Lee (10 - 11:30am, 3rd Floor)	
	2pm		MDRT Training: Selling #3 * Do not Keep Me a Secret * Opportunity Value of Cash * The Unseen Dynamics Powering China The Developing World and Driving Globalization * True Success * Enjoy the Ride * What Makes the Great Ones Great	1-on-1 Case Studies ML Chris Chang		RESP Exam Preparation Jennifer Chan	Business Start-up Coaching William Liu (11:30am - 12:30 pm, 3rd Floor)	
	4pm				Career Orientation			
5th	10am - 11 am			1-on-1 Case Studies Simon Mok				
	11am - 12:30pm			Attractive Way to Advise ACP Simon Mok	HLLQP Exam Preparation Jack Cao	Investment Philosophy & Advisor Process CL Tajammul Pannun		
	2pm		MDRT Training: Advising Clients #3 * This is the Moment * The Value of MDRT * The 5 keys to Ultimate Health * The Champion Code * The Power of Optimism	1-on-1 Case Studies Simon Mok				
	4pm							