

Meanings of Color

	Platform Events
	Carriers' Training
	Events for Members' Guests
	1-on-1 Case Studies

Monthly Platform Events Schedule - JUNE

Reservation: RSVP is required to the Google calendar of admin@wayfinancial.ca and events take place in 2nd Floor Boardroom unless otherwise specified.
Remarks: The strategies and opinions presented by speakers are in their personal capacity and do not reflect the views of the company.

Week	Time	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1st	9:30am-11am				Business Start-up Training #10: Activity Management Ryan Lee (10 - 11:30am, 3rd Floor)	HLLQP Exam Preparation Jack Cao	
	11am - 12:30pm	New Member Training School Stephen Lai (10 - 1pm)	New Member Training School Stephen Lai (10 - 1pm)		New Member Training School Stephen Lai (10 - 1pm)	Various Selling Strategies For Different Clients - Part II EL Monica Zhang	
	2pm		MDRT Training: Whole Person #7 * Age of Abundance * Are You Relevant * How MDRT Mentors Changed My Life	1-on-1 Case Studies RBC Mike Jackson (Lounge)	Business Start-up Coaching William Liu (11:30am - 12:30 pm, 3rd Floor)	1-on-1 Case Studies EL Monica Zhang (1 - 3 pm)	
	4pm		* If you Cannot Stand up Stand out * Learning to Laugh Again * Personal Creativity and Innovation				
2nd	9:30am-11am					HLLQP Exam Preparation Jack Cao	
	11am - 12:30pm	New Member Training School 1 Stephen Lai (10 - 1pm)	New Member Training School 1 Stephen Lai (10 - 1pm)	Case Studies Carmen Ke	New Member Training School 1 Stephen Lai (10 - 1pm)	Lunch & Learn: Disability Insurance, the basics and beyond - how to qualify for prospects CL Carol Ng & Patricia Carlos	
	2pm		MDRT Training: Whole Person #8 * Age of Abundance * Are You Relevant * How MDRT Mentors Changed My Life	1-on-1 Case Studies AL Julius Ho (Lounge)	1-on-1 Case Studies Simon Mok (Simon's Office)	Business Start-up Coaching William Liu (11:30am - 12:30 pm, 3rd Floor)	1-on-1 Case Studies CL Carol Ng (1 - 3 pm)
	4pm		* If you Cannot Stand up Stand out * Learning to Laugh Again * Personal Creativity and Innovation				
	9:30am-11am				Business Start-up Training #12: Professional Skills Ryan Lee (10 - 11:30am, 3rd Floor)	HLLQP Exam Preparation Jack Cao	

3rd	11am - 12:30pm			Business Knowledge & Processing <i>Stephen Lai</i>		Business Start-up Coaching <i>William Liu</i> (11:30am - 12:30 pm, 3rd Floor)	Using Critical Illness Insurance to Enhance Client Loyalty <i>IA Jeny Yeung</i>	
	2pm		MDRT Training: Marketing #9 * 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 <i>CL Tajammul Pannun</i> (Lounge)				
	4pm					Career Orientation		
4th	9:30am- 11am					Business Start-up Training #1: <i>Ryan Lee</i> (10 - 11:30am, 3rd Floor)	HLLQP Exam Preparation <i>Jack Cao</i>	
	10am - 11 am			1-on-1 Case Studies <i>Simon Mok</i>		Business Start-up Coaching <i>William Liu</i> (11:30am - 12:30 pm, 3rd Floor)		
	11am - 12:30pm		Level Up Closing Appointment of Actual Role Play for Property Tax Program (PTP) <i>Simon Mok</i>				Tapping into the Long Term Care Market - Do It Before Others or You Will Miss Out <i>SL Renee Ho</i>	
	2pm		MDRT Training: Selling #10 * 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 <i>Simon Mok</i> (Simon's Office)	1-on-1 Case Studies <i>GWL Jason Yang</i> (Lounge)			
	4pm							