

Monthly Platform Events Schedule - Aug

Meanings of Color

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

Reservation: RSVP is required to the Google calendar of admin@wayfinancial.ca and events take place in
Remarks: The strategies and opinions presented by speakers are in their personal capacity and do not

Week	Time	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1st	9:30am-11am					HLLQP Exam Preparation <i>Jack Cao</i>	
	11am - 12:30pm	New Member Training School <i>Stephen Lai</i> (10 - 1pm)	New Member Training School <i>Stephen Lai</i> (10 - 1pm)		New Member Training School <i>Stephen Lai</i> (10 - 1pm)	Critical Illness Underwriting <i>EL Monica Zhang</i>	
	2pm		MDRT Training: Whole Person #8 * Age of Abundance * Are You Relevant * How MDRT Mentors Changed My Life	1-on-1 Case Studies <i>RBC Mike Jackson</i> (Lounge)		1-on-1 Case Studies <i>EL Monica Zhang</i> (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 <i>Jack Cao</i>	
	11am - 12:30pm	New Member Training School <i>Stephen Lai</i> (10 - 1pm)	New Member Training School <i>Stephen Lai</i> (10 - 1pm)	Case Studies <i>Carmen Ke</i>	New Member Training School <i>Stephen Lai</i> (10 - 1pm)	Lunch & Learn: Competitive Landscape of Par <i>CL Jeff Nason</i>	

	2pm		MDRT Training: Whole Person #8 * Age of Abundance * Are You Relevant * How MDRT Mentors Changed My Life * If you Cannot Stand up Stand out	1-on-1 Case Studies <i>Simon Mok</i> <i>(Simon's Office)</i>		1-on-1 Case Studies <i>CL Carol Ng</i> <i>(1 - 3 pm)</i>	【3rd】 12 Tactics that Estate Executors should Know about <i>(1:45 -3:45pm)</i> <i>Cantonese</i>
	4pm		* Learning to Laugh Again * Personal Creativity and Innovation				
3rd	9:30am-11am					HLLQP Exam Preparation <i>Jack Cao</i>	
	11am - 12:30pm			Business Knowledge & Processing <i>Stephen Lai</i>		Using Critical Illness Insurance to Enhance Client Loyalty-Why IA's CII is your choice <i>IA Rishu Bains</i>	
	2pm		MDRT Training: Marketing #8 * 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> <i>(Lounge)</i>			
	4pm				Career Orientation		
	9:30am-11am					HLLQP Exam Preparation <i>Jack Cao</i>	
	10am - 11 am			1-on-1 Case Studies <i>Simon Mok</i>			

4th	11am - 12:30pm			Closing appointment of Actual role play of Asset Creation Plan(ACP) <i>Simon Mok</i>			How to set up a Seg Fund contract to achieve your client's various goals <i>BMO Rose Nguyen & Ryan</i>	
	2pm		MDRT Training: Selling #8 * 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	1-on-1 Case Studies <i>Simon Mok (Simon's Office)</i>	1-on-1 Case Studies <i>GWL Jason Yang (Lounge)</i>			
	4pm		* What Makes the Great Ones Great					