



ABC Workshop Marketing Immersion Retreat

Featuring: New "Red Money Retirement Workshop"

Scottsdale Plaza Resort
Scottsdale, AZ



**THURSDAY – September 8th, 2016
SCHEDULE OF EVENTS**



| | |
|------------------|--|
| 7:00am - 8:00am | Breakfast at hotel (use voucher provided at check-in) |
| 8:00am – 8:30am | Registration |
| 8:30am – 9:00am | Introduction to Tactical Money Management - <i>Dave Vick</i> |
| 9:00am – 9:45am | FAN Advisors – <i>Bob Van Sant & Paul Atkins</i> |
| 9:45am – 11:40am | Tactical Money Managers - <i>Lunt Capital, W.E. Donahue, Weatherstone</i> |
| 11:40am – Noon | Carrier Insights |
| Noon - 12:45pm | Lunch – <i>Sponsored by American Equity</i> |
| 12:45pm – 2:30pm | Tactical Money Managers - <i>Faith Based Investments, Synergetic Finance</i> |
| 2:30pm – 2:45pm | Break |
| 2:45pm – 4:00pm | Tactical Money Managers - <i>Wall and Company, Howard Capital Management</i> |
| 4:00pm – 4:40pm | Money Manager Discussion Panel |
| 4:40pm – 5:00pm | Carrier Insights |
| 5:00pm - 5:30pm | You're a Ten! |
| 5:30pm – 6:00pm | Cocktails |
| 6:00pm – 8:00pm | Dinner at JD's |



**FIRST AMERICAN NATIONAL
INVESTMENT ADVISORS**
(FANAdvisors)

FRIDAY – September 9th, 2016
SCHEDULE OF EVENTS

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|-------------------|--|
| 7:30am – 8:30am | Breakfast at hotel (use voucher provided at check-in) |
| 8:30am – 9:30am | Riskalyze Presentation |
| 9:30am - 10:15am | Selling Red Money Advisors Panel Discussions– <i>Dave Vick</i> |
| 10:15am - 10:30am | Carrier Insights |
| 10:30am – 10:45am | Break |
| 10:45am – 11:45am | Red Money Workshop Concepts & Marketing – <i>Dave Vick</i> |
| 11:45am - Noon | Carrier Insights |
| Noon – 12:45pm | Lunch |
| 12:45pm - 1:00pm | Carrier Insights |
| 1:00pm – 1:45pm | Warren Wall Mentorship Program |
| 1:45pm – 2:30pm | FRP Class Demonstration – <i>Warren Wall</i> |
| 2:30pm – 2:45pm | Break |
| 2:45pm – 3:45pm | ABC/PRP Class Demonstration – <i>Dave Vick</i> |
| 3:45pm – 5:00pm | Sales Strategies – <i>Dave Vick</i> |
| 5:30pm – 6:00pm | Cocktails |
| 6:00pm – 8:30pm | Dinner at JD’S |



SATURDAY – September 10th, 2016
SCHEDULE OF EVENTS

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|------------------|--|
| 7:30am – 8:30am | Breakfast at hotel (use voucher provided at check-in) |
| 8:30am – 8:45am | Group Transported to College Workshop Location |
| 9:00am – Noon | “Tactical Retirement Workshop” Live – <i>Dave Vick</i> |
| Noon - 12:30pm | Closing Down the Workshop – <i>Dave Vick & Staff</i> |
| 12:30pm - 1:30pm | Box Lunches, Wrap-up and Q&A at the College – <i>Dave Vick</i> |
| 1:30pm | Conference Ends – Group Transported Back to Resort |



Hotel & Event Location:

Scottsdale Plaza Resort
 7200 N. Scottsdale Road
 Scottsdale, AZ 85253

Call 480-948-5000 Ask for *Vick & Associates group discount* to receive **\$159/nt rate**

SCOTTSDALE PLAZA AIRPORT SHUTTLE SERVICE - PHOENIX SKY HARBOR AIRPORT

Upon arriving at the airport, call **480-951-5118** to request shuttle transportation to The Scottsdale Plaza Resort

Shuttle vans pick up at the airport ONLY when a call is received.

The shuttle operates from 5:30 a.m. to 9:00 p.m.

There is a charge of \$23.00 inclusive per person each way. **This price includes the driver gratuity. Charge is posted directly to your room account.**

RESORT SHUTTLE LOADING LOCATIONS

| Terminal 2 | Terminal 3 | Terminal 4 |
|---|--|--|
| 1. Step outside Door #8 2. Cross to Middle Island 3. Wait at the blue Courtesy & Pre-arranged sign for pick-up | 1. Exit Door #5 on North Side 2. Cross to middle island 3. Wait at blue Courtesy & Pre-arranged sign for pickup | 1. Exit Door #1 on North Side 2. Cross street to middle island. 3. Wait at Blue Courtesy sign. for pickup |