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| |  | | --- | | **WEDNESDAY, June 3, 2020** | | | |
| |  |  | | --- | --- | | **1:00 p.m. – 2:00 p.m.**  ACC - | **Visit Anaheim Desk Debrief** | | **2:00 p.m. – 3:00 p.m.**  ACC-  **2:00 p.m. – 3:30 p.m.**  AV & IT Office  ACC- 205A | **PreCon: Transportation (TBD)**  **Session Room Set/Reset/TD Meeting** | | **4:00 p.m. – 5:00 p.m.**  Vendor Meeting Room  ACC- Mezzanine B | **PreCon: Security (TBD vendor and ACC Security)** | |  |  | | | |
| **THURSDAY, June 4, 2020** | | |
| **10:00 a.m. – 11:00 a.m.**  HI - | **PreCon: Hilton** | |
| **11:30 a.m. – 12:30 p.m.**  MA- | **PreCon: Marriott** | |
| **2:30 p.m. – 3:30 p.m.**  ACC- | **PreCon: ACC** | |
| **5:00 p.m. – 6:00 p.m.**  Staff Office  ACC- 210B | **Staff Tour** | |
| **6:30 p.m.**  Off-Site: Morton’s Steakhouse- PDR  6:00 p.m.  6:15 p.m.  6:30 p.m | **ExCom Dinner**  (CLOSED EVENT)  All meet in ExCom suite (TBD)  Walk to restaurant  Arrive at restaurant for 6:30 reservations | |
| **FRIDAY, June 5, 2020** | | |
| **7:00 a.m. – 10:00 a.m**.  Ex Com Suite  7:00 a.m. – 7:30 a.m.  7:30 a.m. – 8:30 a.m.  8:30 a.m. –10:00 a.m. | **ExCom Breakfast Meeting**  (CLOSED EVENT)  Breakfast  Meeting  Facility Tour – HI, MA, ACC | |
| **8:00am – 6:00pm**  MP Hall  ACC- Hall D | **MP Technical Rehearsals** | |
| **11:30 a.m.** | **ExCom Spouse Tour (given by ExC Valet)**  **– HI, MA, ACC** | |
| **11:30 a.m. – 3:30 p.m.**  MA- | **2021 Global Council Lunch & Meeting**  (CLOSED EVENT) | |
| 11:30 a.m. – 12:30 p.m.  MA- Orange County- Salon 3  (J, K, M) | Global Council Lunch | |
| 12:30 p.m. – 3:30 p.m.  MA- Orange County Salons 1-2  (J, K, M) | Global Council Meeting | |
| **1:00 p.m. – 4:00 p.m**.  ACC- Hall C | **Sponsor Move In** **ConneXion Zone** | |
| **1:00 p.m. – 5:00 p.m.**  HI- El Capitan AB  1:00 p.m.  2:00 p.m.  3:00 p.m. | **2020 PGA Leadership Meeting**  (CLOSED EVENT)  DVP meet s w/Chairs  Directors meet w/Chairs  PGA AD’s/Staff Liaisons Arrive & meet w/ Directors | |
| **2:00 p.m. – 3:00 p.m.**  Global Markets Room #1  ACC- 208A | **Meeting with CSI**  (CLOSED EVENT) | |
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| **FRIDAY, June 5, 2020 (Continued)** | | |
| **3:30 p.m.**  Staff Meeting Room  ACC- 210CD | **Staff Meeting**  (CLOSED EVENT) | |
| **4:00 p.m.**  ACC- Hall C | **Sponsor Inspection** | |
| **4:00 p.m. – 5:00 p.m.**    (C, J, K, M, S, T) | **2020 PDC Meeting**  (CLOSED EVENT) | |
| **4:15 p.m. – 5:30 p.m.**  Staff Meeting Room  ACC- 210CD | **Staff Tour** | |
| **5:30 p.m. – 6:00 p.m.**  MA- Grand Ballroom EF | **Committee Chair Tech Check**  Speaker:  ExCom: Ian Green, DipPFS | |
| **6:30 p.m. – 10:00 p.m.**  Offsite: The Ranch Events Center  Great Room  6:30 p.m. – 7:00 p.m.  7:00 p.m. – 10:00 p.m.  (C, M, J, K, T) | **2020 PGA/PDC Leadership Reception and Dinner**  (CLOSED EVENT - PRE-MEETING INVITE)  Transportation Provided: Pick-up location TBD  Reception  Dinner | |
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| **SATURDAY, June 6, 2020** | | |
| **7:00 a.m.**  HI- Executive Ante & Boardroom | **PGA Directors Breakfast**  (CLOSED EVENT) | |
| **7:15 a.m. – 8:15 a.m.**  MA- Grand Ballroom EF | **Committee Chair Tech Check**  Speaker: | |
| **7:30 a.m. – 10:30 a.m.**  MA- | **2021 Committee Chairs Breakfast/Meeting**  (CLOSED EVENT) | |
| 7:30 a.m. – 8:15 a.m.  MA- Orange County- Salons 1-2 | Committee Chairs Breakfast | |
| 8:30 a.m. – 10:30 a.m.  MA- Grand Ballroom EF  (J, K, M, S) | Committee Chairs Meeting  Speaker: | |
| **8:00am – 5:00pm**  MP Hall  ACC- Hall D | **MP Technical Rehearsals** | |
| **8:00am – 6:00pm**  Special Guest Office  ACC- 211AB | **Special Guest Office Open Hours** | |
| **10:00 a.m. – 12:00 p.m.**  ACC- Ballroom B | **MetLife Half-Day Session Rehearsals** | |
| **11:00 a.m. – 5:00 p.m.**  ACC- Hall C | **ConneXion Zone, MDRT Foundation Booth &** **MDRT Store Open** | |
| **11:00 a.m. – 6:00 p.m.**  ACC- Hall C | **Registration Open** |
| **11:00 a.m. – 6:00 p.m.**  ACC- | **Meeting App Kiosk Open** |
| **~~11:30 a.m.~~**  ~~L-~~ | **~~MCC Group Photos~~**  ~~(All, Division 1, Division 2)~~ |
| **11:30 a.m. – 12:30 p.m.** | **MCC Meeting** |
| **11:30 a.m. – 12:30 p.m.** | **MetLife Private Reception (Lunch)**  (CLOSED EVENT) |
| **SATURDAY, June 6, 2020 (Continued)** | | |
| **12:00 p.m. – 1:00 p.m.**  ACC- Ballroom C  **1:00 p.m. – 4:00 p.m.**  ACC- Ballroom B  (J, K, M) | **MetLife Luncheon**  (At MetLife Expense- Non- MDRT Official Event- CLOSED EVENT)  **MetLife Half-Day Session**  (CLOSED EVENT- Pre-Meeting Invite Only) | |
| ~~1:00 p.m. – 4:00 p.m.~~  ~~ACC-~~ | **~~AIA Half-Day Session~~** | |
| **1:00 p.m. – 2:30 p.m.** | **2021 Top of the Table Advisory Board Orientation**  (CLOSED EVENT – BY INVITATION) | |
| **2:15 p.m. – 3:30 p.m.**  MA- Marquis Ballroom Center & Northeast/Northwest | **PGA Kickoff Tech Check** | |
| **3:00 p.m. – 4:00 p.m.**  Past Presidents Suite | **Past Presidents Meeting**  (CLOSED EVENT) | |
| **4:30 p.m.** – **5:30 p.m.**  MA- Marquis Ballroom Center & Northeast/Northwest | **PGA Kickoff** |
| 4:30 p.m. – 4:55 p.m.    (C, J, K, M, S, T) | SESSION  PGA DVP: Yuka Nakahara-Goven, MBA, CLU  MDRT President: Regina Bedoya, CLU, ChFC  Guest Speaker: |
| 4:55 p.m. – 5:30 p.m.  MA-  MA-  MA-  MA-  MA-  MA- | BREAKOUTS  Traffic General  Traffic Sessions I and II  Traffic Main Platform  MDRT Store  Meeting Involvement  Registration |
| **6:00 p.m. – 7:30 p.m.**  HI- Avalon Ballroom & Foyer  (Lobby Level) | **Excalibur Reception**  (INVITATION ONLY-MAJOR DONORS) |
| **SATURDAY, June 6, 2020 (Continued)** | |
| **6:00 p.m. – 10:00 p.m.**  6:00 p.m. – 7:00 p.m.    7:00 p.m. – 10:00 p.m. | **MetLife Gala Awards Dinner**  (Not an Official MDRT Event)  Reception  Dinner & Awards |
| **7:00 p.m. – 8:30 p.m.**  XX | **MDRTeam Kick-off Event \*TBD\***  (CLOSED EVENT) |
| **7:00 p.m. – 10:00 p.m.**  Offsite: | **Celebrating Leadership**  (Top of the Table Leadership Dinner) |
| **SUNDAY, June 7, 2020** | |
| **7:00 a.m. – 8:00 a.m.**  HI- | **Special Breakfast Meeting**  (CLOSED EVENT) |
| **7:00 a.m.** – **10:00 a.m.**  HI- Executive Ante & Boardroom | **PGA Directors Breakfast**  (CLOSED EVENT) |
| **7:00 a.m. – 7:00 p.m.**  ACC- | **Meeting App Kiosk Open** |
| **8:00 a.m. – 9:30 a.m.**  Foundation Conference Room  ACC- 213A | **Foundation Gives Day and Global Breakfast**  (CLOSED EVENT PRE-MEETING INVITE) |
| **8:00 a.m.** – **7:15 p.m.**  MP Hall  ACC- Hall D | **Main Platform/Opening Ceremony Speaker Rehearsals**  (CLOSED EVENT) |
| **8:00am – 7:00pm**  Special Guest Office  ACC- 211AB | **Special Guest Office Open Hours** |
| **~~9:00 a.m.~~** ~~–~~ **~~10:00 a.m.~~** | **~~Ambassadors Program Meeting~~**  ~~(CLOSED EVENT PRE-MEETING INVITE)~~ |
| **9:00 a.m. – 6:30 p.m.**  ACC- Hall C | **Registration Open** |
| **11:00 a.m.** – **12:00 p.m.**  MA- Marquis Ballroom Center & Northeast/Northwest | **Court of the Table - Top of the Table Tech Check**  (CLOSED EVENT) |
| **11:00 a.m. – 12:45 p.m.**  MA- Orange County- Salons 1-3  11:45 a.m. | **MDRT Foundation Board Lunch**  (CLOSED EVENT)  Lunch Buffet in room |
| **11:00 a.m.** – **5:00 p.m.**  ACC- Hall C | **ConneXion Zone, MDRT Foundation Booth & MDRT Store Open** |
| **~~11:30 a.m. – 12:30 p.m.~~**  ~~Band Reh/Storage Rm~~  ~~ACC-~~ | **~~Band Luncheon~~**  ~~(CLOSED EVENT)~~ |
| **SUNDAY, June 7, 2020 (Continued)** | |
| **1:00 p.m.** – **3:30 p.m.**  MA- | **COURT OF THE TABLE AND TOP OF THE TABLE**  **PROGRAM AND RECEPTION** (TICKETED EVENT) |
| **1:00 p.m. – 2:30 p.m.**  MA- Marquis Ballroom Center & Northeast/Northwest  (C, Hi, Hu, I, J, K, M, P, S, T)  Moderator:  **2:30 p.m. – 3:30 p.m.**  MA- Grand Ballroom | **PROGRAM**:  **SPEAKER:**  **RECEPTION** |
| **1:30 p.m.**  Staff Meeting Room  ACC- 210CD | **STAFF MEETING**  (CLOSED EVENT) |
| **1:30 p.m. – 3:30 p.m.**  MP Hall - Backstage  ACC- Hall D  1:30 – 2 p.m.  2 – 2:30 p.m.  2:30 – 3:30 p.m. | **Flag Bearer Assembly, Instruction & Rehearsal**  (CLOSED EVENT)  Flag Bearer Assembly  Flag Bearer Instructions (Off Stage)  Flag Bearer Rehearsal (On-Stage) |
| **3:00 p.m. – 4:30 p.m.**  ACC- | **\*NEW\* FAM: The Arrival** (First-time Attendee Meeting- Language Specific)  Languages  TBD Room- Cantonese  TBD Room- English  TBD Room- Hindi  TBD Room- Japanese  TBD Room- Korean  TBD Room- Mandarin  TBD Room- Spanish  TBD Room- Thai |
| **SUNDAY, June 7, 2020 (Continued)** | |
| **3:30 p.m. – 6:30 p.m.**  MP Hall – Backstage Green Room  ACC- Hall D | **OC Speakers Dinner**  (Closed Event) |
| **4:30 p.m. – 5:00 p.m.**  MP Hall  ACC- Hall D | **Opening Ceremony Doors Open & Music Begins** |
| **5:00 p.m. – 6:30 p.m.**  MP Hall  ACC- Hall D  **Presider:**  **~~Video Opening~~**  **Official Opening of Meeting**  **Flag Ceremony**  **Moment of Reflection**  **Recognition of the Past Presidents** | **OPENING CEREMONY**    Regina Bedoya, CLU, ChFC  Regina Bedoya, CLU, ChFC |
| **~~7:00 p.m. – 8:30 p.m.~~**  **~~6:45 p.m. (Soft Open)~~**  **7:30 p.m. – 8:30 p.m.**  (7:15 p.m. soft open)  HI- Avalon Ballroom & Foyer  (Lobby Level) | **~~US Member Reception~~**  ~~(CLOSED EVENT – BY INVITATION)~~  **Special Guest Reception**  **(CLOSED EVENT – BY INVITATION)** |
| **7:30 p.m. – 9:00 p.m.** | **\*\*UNOFFICIAL EVENT\*\***  **MCC Canada Reception** |
| **9:00 p.m. – 11:00 p.m.**  PGA Suite  HI- | **PGA Best Worker Presentation** |
| **MONDAY, June 8, 2020** | |
| **6:00 a.m.**  HI- Executive Ante & Boardroom | **PGA Directors Breakfast**  (CLOSED EVENT) |
| **6:00 a.m. – 7:30 a.m.**  HI- | **MDRT Focus Group – TBD**  (CLOSED EVENT – INVITATION ONLY) |
| **6:00 a.m. – 6:00 p.m.** | **MDRT App Review Meetings** |
| **6:30 a.m.**  MP Hall (Green Room-Backstage)  ACC- Hall D | **MP Speakers Breakfast**  (CLOSED EVENT) |
| **7:00 a.m. – 4:00 p.m.**  ACC- Hall C | **Registration Open** |
| **7:00 a.m. – 4:00 p.m.**  ACC- | **Meeting App Kiosk Open** |
| **7:00am – 5:00pm**  Special Guest Office  ACC- 211AB | **Special Guest Office Open Hours** |
| **MONDAY, June 8, 2020 (Continued)** | |
| **7:15 a.m.**  MP Hall  ACC- Hall D  7:30 a.m. | **Main Platform Doors Open**  Live Entertainment Begins |
| **8:00 a.m.** – **11:00 a.m.**  MP Hall  ACC- Hall D    Presiders:  Back from Break Entertainment  Presidential Address  Foundation Speaker: | **MAIN PLATFORM**  Regina Bedoya, CLU, ChFC  Ross Vanderwolf, CFP  Open and Recognition of Special Guest  **BREAK (20 Min)**  Regina Bedoya, CLU, ChFC:  Recognition: Foundation Sponsors and Quality of Life Awards  Foundation President:  ADJOURNMENT |
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| **MONDAY, June 8, 2020 (Continued)** | |
| **9:00 a.m.**  Staff Meeting Room  ACC- 210CD | **STAFF MEETING**  (Closed Event) |
| **9:00 a.m. – 10:00 a.m.**  AV & IT Office  ACC- 205A | **AV Tech Training** |
| **10:30 a.m. – 11:00 a.m.**  MA- Grand Ballroom EF | **Lunch Session Tech Check** |
| **11:00 a.m. – 5:00 p.m.**  ACC- Hall C | **ConneXion Zone, MDRT Foundation Booth and MDRT Store Open** |
| **11:30 a.m. – 1:00 p.m.**  MA- Grand Ballroom EF    *Moderator:* | **LUNCH SESSION**  (PREPAID TICKETED EVENT)- USD 60  **TITLE:**  **SPEAKER:** |
| **11:30 a.m. – 2:00 p.m.**  PGA/PDC Workroom  ACC- 202AB | **Focus Session Team/Staff Lunch Pick-Up** |
| ***12:00--12:20 p.m./12:30—12:50 p.m.***  *ACC and MA Session Rooms* | **FOCUS SESSION REHEARSALS** –  (Monday sessions) |
| **12:00 p.m. – 1:30 p.m.** | **Company Meeting**  (CLOSED EVENT – PREMEETING INVITE) |
| **12:00 p.m. – 1:30 p.m.**  HI- | **MDRT Focus Group – TBD**  (CLOSED EVENT – INVITATION ONLY) |
| **~~12:00 p.m. – 1:30 p.m.~~** | **~~Special Guests Luncheon~~**  ~~(BY INVITATION)~~ |
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| **MONDAY, June 8, 2020 (Continued)** | |
| **1:00 p.m. – 2:00 p.m.**  Foundation Conference Room  ACC- 213A | **\*\*UNOFFICIAL EVENT\*\***  **MDRT Foundation Canada Meeting**  (CLOSED EVENT) |
| **~~1:00 p.m. – 5:00 p.m.~~**  ~~ACC-~~ | **~~MDRT Foundation Satellite Pop Up Booth Open~~** |
| **1:00 p.m. – 5:00 p.m.**  MP Hall  ACC- Hall D | **MDRT SPEAKS SPEAKER REHEARSALS**  (Tuesday MP) |
| **1:30 p.m. – 2:30 p.m.**  *ACC and MA Session Rooms* | **FOCUS SESSIONS #1** |
| **1:30 p.m. – 2:30 p.m.**  Presented in: Cantonese | Magical “+1“ in chasing COT (improve own value and business opportunity)\*  Susanna Chan Wai Ying  (\*English title subject to change)  Spkr Lsn:  Track: Practice Management |
| **1:30 p.m. – 2:30 p.m.**  Presented in: English | Moving Forward by Looking Inward  Meagan S. Balaneski, CFP, RFP  Spkr Lsn:  Track: Whole Person |
| **1:30 p.m. – 2:30 p.m.**  Presented in: English  Interpreted: J, S | The Clock Presentation You Must Know  Timothy Daniel Clairmont, CFP, MSFS  Spkr Lsn:  Track: Advising Clients |
| **1:30 p.m. – 2:30 p.m.**  Presented in: English  Interpreted: Hi, T | Evolutionary Advisor: From Generalist to Niche  Todd Fithian  Spkr Lsn:  Track: Marketing |
| **1:30 p.m. – 2:30 p.m.**  Presented in: English  Interpreted: C, K | The Psychology of Converting Prospects to Clients  Simon Singer, CAP, CFP  Spkr Lsn:  Track: Advising Clients |
| **MONDAY, June 8, 2020 (Continued)** | |
| **1:30 p.m. – 2:30 p.m.**  Presented in: English | The Secret Ability to Sustain the Focus You Need  Corey Williams  Spkr Lsn:  Track: Whole Person |
| **1:30 p.m. – 2:30 p.m.**  Presented in: Hindi | Creating Strong Relationships and Solutions  Anil Ranka  Spkr Lsn:  Track: Advising Clients |
| **1:30 p.m. – 2:30 p.m.**  Presented in: Japanese | Excavate estate planning cases by visiting existing clients\*  Kusuo Yamaguchi  (\*English title subject to change)  Spkr Lsn:  Track: Practice Management |
| **1:30 p.m. – 2:30 p.m.**  Presented in: Korean | The true value of life insurance\*  Joon Hee Park  (\*English title subject to change)  Spkr Lsn:  Track: Advising Clients |
| **1:30 p.m. – 2:30 p.m.**  Presented in: Mandarin | Efficiently trade full life insurance for middle-class families\*  Chih-Cheng Jen  (\*English title subject to change)  Spkr Lsn:  Track: Advising Clients |
| **1:30 p.m. – 2:30 p.m.**  Presented in: Mandarin | Improve customer quality and develop high-quality markets\*  Zhang Sha  (\*English title subject to change)  Spkr Lsn:  Track: Marketing |
| **1:30 p.m. – 2:30 p.m.**  Presented in: Spanish | The Key is Loyalty\*  Dorin Roxana Israelian  (\*English title subject to change)  Spkr Lsn:  Track: Practice Management |
| **MONDAY, June 8, 2020 (Continued)** | |
| **1:30 p.m. – 2:30 p.m.**  Presented in: Thai | Good Health Brings Wealth\*  Pachthanatt Thaksarathanunth  (\*English title subject to change)  Spkr Lsn:  Track: Whole Person |
| **2:30 p.m. – 3:00 p.m.** | **BREAK** |
| **3:00 p.m. – 4:00/4:30 p.m.**  *ACC and MA Session Rooms* | **FOCUS SESSIONS #2** |
| **3:00 p.m. – 4:00 p.m.**  Presented in: Cantonese | Starting from Oneself, Create a Successful Environment Around You\*  Kung Yin Leung  (\*English title subject to change)  Spkr Lsn:  Track: Practice Management |
| **3:00 p.m. – 4:00 p.m.**  Presented in: English  Interpreted: (M ONLY) | How to Successfully Manage and Market Your Business  Marc A. Silverman, CFP, ChFC  Spkr Lsn:  Track: Marketing |
| **3:00 p.m. – 4:00 p.m.**  Presented in: Mandarin | Building an Empowered MDRT Team\*  Zuo Jun  (\*English title subject to change)  Spkr Lsn:  Track: Practice Management |
| **3:00 p.m. – 4:30 p.m.**  Presented in: English | How to Effectively Leverage LinkedIn and Social Media for Lead Generation  Philip Calvert, FPSA  Kyriakos Chatzistefanou, DMS, CMI  Tara Clark  Spkr Lsn:  Track: Marketing |
| **3:00 p.m. – 4:30 p.m.**  Presented in: English  Interpreted: C, J | Top of the Table with Incorporated Professionals  Adrian George, CFP, TEP  Spkr Lsn:  Track: Marketing |
| **MONDAY, June 8, 2020 (Continued)** | |
| **3:00 p.m. – 4:30 p.m.**  Presented in: English  Interpreted: S, T | 5 Lessons from Top of the Table  Karl Hartey  Spkr Lsn:  Track: Practice Management |
| **3:00 p.m. – 4:30 p.m.**  Presented in: English | Cash-Value Life Insurance Strategies  Van Mueller, LUTCF  Spkr Lsn:  Track: Advising Clients |
| **3:00 p.m. – 4:30 p.m.**  Presented in: English  Interpreted: Hi, K | Take Charge of Your Mind  Cherry Pua Africa  Spkr Lsn:  Track: Practice Management |
| **3:00 p.m. – 4:30 p.m.**  Presented in: Hindi | Prospecting, Relationships and Marketing: The Soul of Your Business  Rohit N. Dhanani, B Comm, CIS  Chhaganlal G. Gadhia  Spkr Lsn:  Track: Marketing |
| **3:00 p.m. – 4:30 p.m.**  Presented in: Japanese and Korean  Panel Style- 2 Japanese speakers, 2 Korean speakers)  Interpreted: J, K | Learning from MDRT Membership to Overcome Difficulties (Region D, MCC Panel)  Shuhei Ino (J)  Naoki Masuda (J)  Doo Hyun Kim (K)  In Kyo Kim (K)  Spkr Lsn:  Track: Advising Clients |
| **3:00 p.m. – 4:30 p.m.**  Presented in: Spanish | Emotionally Intelligent Leadership\*  Patricia Salazar Barbagelata  (\*English title subject to change)  Spkr Lsn:  Track: Practice Management |
| **MONDAY, June 8, 2020 (Continued)** | |
| **3:00 p.m. – 4:30 p.m.**  Presented in: Thai | Search for an identity and method of service that meets customer needs\*  Paveennuch Cheowtirakul  Suwannee Jamsavang  Eakasak Narksakul  Thattana Sritaraksa  (\*English title subject to change)  Spkr Lsn:  Track: Advising Clients |
| **3:00 p.m. – 5:00 p.m.**  MA- Orange County Salons 1-3 | **Foundation Service Project**  Partner: Clean the World Foundation- Hygiene Kit Packing |
| **4:00 p.m. – 5:00 p.m.** | **Sponsor #1 VIP Reception- Hosted by the MDRT Executive Committee**  (CLOSED EVENT – BY INVITATION) |
| **4:30 P.M. – 5:30 P.M.**  Press Interview Room | **Press Reception**  (CLOSED EVENT- PRE-MEETING INVITE) |
| **5:00 p.m. – 6:00 p.m.**  HI- Avalon Ballroom & Foyer  (Lobby Level) | **Quarter Century Club**  (CLOSED EVENT – QC MEMBERS ONLY) |
| **5:30 p.m. – 6:30 p.m.**  HI- Pacific Ballroom A | **Top of the Table Reception**  (CLOSED EVENT – TOP OF THE TABLE MEMBERS ONLY) |
| **6:00 p.m. – 10:00 p.m.**  Offsite: The Ranch Events Center - 6th Fl The Dining Rm, Hospitality Suite & Outdoor Terrace | **Past Presidents’ Reception/Dinner**  (CLOSED EVENT – PRE-MEETING INVITE) |
| **9:00 p.m. – 11:00 p.m.**  PGA Suite | **PGA Best Worker Presentation** |
| **OPEN EVENING FOR ALL COMPANY AND**  **NON-MDRT SPONSORED EVENTS** | |
| **TUESDAY, June 9, 2020** | |
| **6:00 a.m.**  HI- Executive Ante & Boardroom | **PGA Directors Breakfast**  (CLOSED EVENT) |
| **6:00 a.m. – 7:30 a.m.**  HI- | **MDRT Focus Group – TBD**  (CLOSED EVENT - BY INVITATION) |
| **6:00 a.m. – 6:00 p.m.** | **MDRT App Review Meetings** |
| **6:30 a.m.**  MP Hall (Green Room - Backstage)  ACC- Hall D | **MDRT SPEAKS SPEAKER BREAKFAST**  (CLOSED EVENT) |
| **7:00 a.m. – 4:00 p.m.**  ACC- | **Meeting App Kiosk Open** |
| **7:00 a.m. – 5:00pm**  Special Guest Office  ACC- 211AB | **Special Guest Office Open Hours** |
| **7:15 a.m. – 7:30 a.m.**  Meet at Foundation Conference Room  ACC- 213A | **Quality of Life Photo Shoot** |
| **7:15 a.m.**  MP Hall  ACC- Hall D | **MDRT SPEAKS Doors Open** |
| **7:30 a.m. – 4:00 p.m.**  ACC- Hall C | **Registration Open** |
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| **TUESDAY, June 9, 2020 (Continued)** | |
| **8:00 a.m. – 11:00 a.m.**  MP Hall  ACC- Hall D  Incoming Presidential Address: | **MDRT SPEAKS**  Presiders: Ian Green, DipPFS and Randy L. Scritchfield, CFP, LUTCF  Ian Green, DipPFS  **MDRTAKEAWAYS (38 min)** |
|  | **SUMMARIZE- (7 min)** |
|  | **GUIDED DEVELOPMENT (39 min)** |
|  | **LAUGH INTO BREAK- (8 min)** |
|  | **BREAK (15 min)** |
|  | **Real Life Stories Video (3 min)** |
|  | **WHOLE PERSON AND MORE (23 min)** |
|  | **Real Life Stories Video (3 min)** |
|  | **SUMMARIZE- (7 min)** |
|  | **WHOLE PERSON AND MORE CONTINUED (29 min)** |
|  | **SUMMARIZE- (7 min)** |
| 11:00 a.m. | **ADJOURNMENT** |
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| **TUESDAY, June 9, 2020 (Continued)** | |
| **9:00 a.m.**  Staff Meeting Room  ACC- 210CD | **STAFF MEETING**  (Closed Event) |
| **10:30 a.m. – 11:00 a.m.**  MA- Grand Ballroom EF | **Lunch Session Tech Check** |
| **11:00 a.m. – 5:00 p.m.**  ACC- Hall C | **ConneXion Zone, MDRT Foundation Booth & MDRT Store Open** |
| **11:30 a.m. – 1:00 p.m.**  MA- Grand Ballroom EF    Moderator*:* | **LUNCH SESSION**  (PREPAID TICKETED EVENT – USD 60)  **TITLE:**  **SPEAKER:** |
| **11:30 a.m. – 2:00 p.m.**  PGA/PDC Workroom  ACC- 202AB | **Focus Session Team/Staff Lunch Pick-Up** |
| ***11:30—11:50 a.m./12:00—12:20 p.m.***  ACC and MA Session Rooms | **FOCUS SESSION REHEARSALS –**  (for Tuesday sessions) |
| **12:00 p.m. – 1:30 p.m.** | **Top of the Table Past Chair’s Lunch**  (CLOSED EVENT – PRE-MEETING INVITE) |
| **12:00 p.m. – 1:30 p.m.**  HI- | **MDRT Focus Group – TBD**  (CLOSED EVENT - BY INVITATION) |
| **12:00 p.m. – 1:30 p.m.** | **Association Executives Luncheon**  (CLOSED EVENT- PRE-MEETING INVITE) |
| **~~12:00 p.m. – 1:30 p.m.~~**  ~~Foundation Conference Room~~ | **~~Foundation Global Engagement Committee Lunch~~** |
| **12:30 p.m. – 12:50 p.m.** | **CORNERSTONE REHEARSALS** |
| **TUESDAY, June 9, 2020 (Continued)** | |
| **~~1:00 p.m. – 5:00 p.m.~~**  ~~ACC-~~ | **~~MDRT Foundation Satellite Pop Up Booth Open~~** |
| **1:00 p.m. – 5:00 p.m.**  MP Hall  ACC- Hall D | **MAIN PLATFORM SPEAKER REHEARSALS**  (for Wednesday MP) |
| **1:30 p.m. – 2:30 p.m.** | **CORNERSTONE PRESENTATIONS** |
| **1:30 p.m. – 2:30 p.m.**  (C, I, J, K, M, S, T)  *Presider:* | **CORNERSTONE:** |
| **1:30 p.m. – 2:30 p.m.**  *Presider:* | **CORNERSTONE:** |
| **3:00 p.m. – 4:00 p.m.**  ACC and MA Session Rooms | **FOCUS SESSIONS #3** |
| **3:00 p.m. – 4:00 p.m.**  Presented in: Cantonese | Retirement and Wealth Planning for Baby Boomers\*  Chee Yen Lim, B.Bus, RFC  (\*English title subject to change)  Spkr Lsn:  Track: Advising Clients |
| **3:00 p.m. – 4:00 p.m.**  Presented in: English | The Exhausted Entrepreneur – The Journey to Health and Wealth  Mark Bryant, MA  Spkr Lsn:  Track: Whole Person |
| **3:00 p.m. – 4:00 p.m.**  Presented in: English  Interpreted: J, S | Insurance: Winning Without Dying  Corry Collins, CLU, CHFC  Spkr Lsn:  Track: Advising Clients |
| **3:00 p.m. – 4:00 p.m.**  Presented in: English | The Wealth of Confidence – Be Unforgettable  Tracy Hooper  Alice Tang, ChFC  Spkr Lsn:  Track: Marketing |
| **TUESDAY, June 9, 2020 (Continued)** | |
| **3:00 p.m. – 4:00 p.m.**  Presented in: English  Interpreted: C, T | The Scheduling Solution  Gina Pellegrini  Track: Practice Management |
| **3:00 p.m. – 4:00 p.m.**  Presented in: English  Interpreted: Hi, K | How to Successfully Manage and Market Your Business  Marc A. Silverman, CFP, ChFC  Spkr Lsn:  Track: Marketing |
| **3:00 p.m. – 4:00 p.m.**  Presented in: Hindi | Powerful Mind Setter  Leena Parwani, Cert CII, MBA  Spkr Lsn:  Track: Practice Management |
| **3:00 p.m. – 4:00 p.m.**  Presented in: Japanese | Mission and Commitment\*  Hideki Matsumoto  (\*English title subject to change)  Spkr Lsn:  Track: Advising Clients |
| **3:00 p.m. – 4:00 p.m.**  Presented in: Korean | Retirement Income Solutions\*  Hyeon Ho Kang  Hwan Sun Park, TLC  (\*English title subject to change)  Spkr Lsn:  Track: Advising Clients |
| **3:00 p.m. – 4:00 p.m.**  Presented in: Mandarin | How to operate high-asset clients to reach MDRT lifetime membership\*  Shu-Lan Shih  (\*English title subject to change)  Spkr Lsn:  Track: Marketing |
| **3:00 p.m. – 4:00 p.m.**  Presented in: Mandarin | The Way of Four Orders and One Law\*  Benjamin Xue  (\*English title subject to change)  Spkr Lsn:  Track: Marketing |
| **TUESDAY, June 9, 2020 (Continued)** | |
| **3:00 p.m. – 4:00 p.m.**  Presented in: Spanish | Get Ready to Reach Your Maximum Potential\*  Graciela Bottini  (\*English title subject to change)  Spkr Lsn:  Track: Whole Person |
| **3:00 p.m. – 4:00 p.m.**  Presented in: Thai | Experiences in presenting retirement pension sales.\*  Panupon Vungvilai, AFP  (\*English title subject to change)  Spkr Lsn:  Track: Advising Clients |
| **4:00 p.m. – 4:30 p.m.** | **BREAK** |
| **~~4:00 p.m. – 5:00 p.m.~~**  ~~L-~~ | **~~Sponsor #2 VIP Reception- Hosted by the MDRT Executive Committee~~**  ~~(CLOSED EVENT – BY INVITATION)~~ |
| **4:30 p.m. – 5:30 p.m.**  ACC and MA Session Rooms | **FOCUS SESSIONS #4** |
| **4:30 p.m. – 5:30 p.m.**  Presented in: Cantonese | This is how I win the hearts of high-end customers\*  Veronica Pang Ching Ching  (\*English title subject to change)  Spkr Lsn:  Track: Marketing |
| **4:30 p.m. – 5:30 p.m.**  Presented in: English  Interpreted: C, S | Think Shift for Personal Best  Michele Gervais, BA  Spkr Lsn:  Track: Practice Management |
| **4:30 p.m. – 5:30 p.m.**  Presented in: English  Interpreted: Hi, T | No Boundaries with the Virtual Meeting  Brandon Heckert, AAMS  Spkr Lsn:  Track: Practice Management |
| **TUESDAY, June 9, 2020 (Continued)** | |
| **4:30 p.m. – 5:30 p.m.**  Presented in: English | Building a 50-Year Business  George B. Sigurdson, CLU  Spkr Lsn:  Track: Advising Clients |
| **4:30 p.m. – 5:30 p.m.**  Presented in: English | Multiply and Conquer  Micheline Varas, CFU  Spkr Lsn:  Track: Marketing |
| **4:30 p.m. – 5:30 p.m.**  Presented in: English  Interpreted: J, K | Dignity Planning: How to Have Clients Call You  Shane E. Westhoelter, AEP, CLU  Spkr Lsn:  Track: Advising Clients |
| **4:30 p.m. – 5:30 p.m.**  Presented in: English  Interpreted: M ONLY | The Clock Presentation You Must Know  Timothy Daniel Clairmont, CFP, MSFS  Spkr Lsn:  Track: Advising Clients |
| **4:30 p.m. – 5:30 p.m.**  Presented in: Hindi | Unique Marketing Ideas to Sell to High-Net-Worth Clients  Pranil Pramod Bartakke, CFP, MBA  Spkr Lsn:  Track: Advising Clients |
| **4:30 p.m. – 5:30 p.m.**  Presented in: Japanese | Be the advocate of MDRT\*  Kei Yamasaki  (\*English title subject to change)  Spkr Lsn:  Track: Whole Person |
| **4:30 p.m. – 5:30 p.m.**  Presented in: Korean | Improving sales performance through mentoring\*  Kyo Wook Son, CFP  (\*English title subject to change)  Spkr Lsn:  Track: Practice Management |
| **TUESDAY, June 9, 2020 (Continued)** | |
| **4:30 p.m. – 5:30 p.m.**  Presented in: Mandarin | How to improve the self-awareness and practice of life insurance consultants\*  Wang Zhan, CFC  (\*English title subject to change)  Spkr Lsn:  Track: Advising Clients |
| **4:30 p.m. – 5:30 p.m.**  Presented in: Spanish | Habits and Systems of a Regular Member of MDRT\*  Gerardo Alejandro Sanchez Castillo, LUTCF, FSS  (\*English title subject to change)  Spkr Lsn:  Track: Practice Management |
| **4:30 p.m. – 5:30 p.m.**  Presented in: Japanese  Intepreted: T ONLY | What I learned from MDRT and how I developed my business\*  Yasuhisa Kojima, TLC  (\*English title subject to change)  Spkr Lsn:  Track: Practice Management |
| **5:00 p.m. – 6:00 p.m.**  HI- Avalon Ballroom & Foyer  (Lobby Level) | **Quarter Century Club**  (CLOSED EVENT – Quarter Century Members Only) |
| **~~5:30 p.m. – 6:30 p.m.~~**  ~~L-~~ | **~~Top of the Table Reception~~**  ~~(CLOSED EVENT – BY INVITATION)~~ |
| **5:30 p.m. – 6:30 p.m.**  HI- Pacific Ballroom & Promenade | **Appreciation Reception – Hosted by the**  **MDRT Executive Committee & Past Presidents**  (CLOSED EVENT - BY INVITATION) |
| **9:00 p.m. – 11:00 p.m.**  PGA Suite  HI- | **PGA Best Worker Presentation** |
| **OPEN EVENING FOR COMPANY AND**  **NON-MDRT SPONSORED EVENTS** | |
| **WEDNESDAY, June 10, 2020** | |
| **6:00 a.m.**  HI- Executive Ante & Boardroom | **PGA Directors Breakfast**  (CLOSED EVENT) |
| **6:30 a.m. – 8:00 a.m.**  HI- | **MDRT Focus Group – TBD**  (CLOSED EVENT - BY INVITATION) |
| **7:00 a.m. – 7:30 a.m.**  MA- Grand Ballroom EF | **Court of the Table Open Forum Rehearsal** |
| **7:00 a.m. – 3:00 p.m.**  ACC- | **Meeting App Kiosk Open** |
| **7:00am – 12:00pm**  Special Guest Office  ACC- 211AB | **Special Guest Office Open Hours** |
| **7:30 a.m. – 3:00 p.m.**  ACC- Hall C | **Registration Open** |
| **7:30—7:50 a.m./8:00--8:20 a.m.**  *ACC and MA Session Rooms* | **FOCUS SESSION REHEARSALS**  (for Wednesday Sessions) |
| **8:00 a.m. – 9:30 a.m.**  MA- Grand Ballroom EF | **Court of the Table Open Forum**  (Ticketed Event – COT Members Only)  Language Tables: C, J, K, M, S, T |
| **8:30 a.m. – 3:00 p.m.**  ACC- Hall C | **ConneXion Zone, MDRT Foundation Booth, & MDRT Store Open**  ~~(\*Instant Recording area only will remain open 2 hours post-published close for attendees to purchase/pick up recordings)~~ |
| **9:00 a.m. – 10:00 a.m.**  ACC and MA Session Rooms | **FOCUS SESSIONS #5** |
| **9:00 a.m. – 10:00 a.m.**  Presented in: Cantonese | Continue to be MDRT's success\*  Samantha Yin Yuet Sheung  (\*English title subject to change)  Spkr Lsn:  Track: Practice Management |
| **9:00 a.m. – 10:00 a.m.**  Presented in: English  Interpreted: J, K | My Trip to the Top  David William Brown, CLU, CHFC  Spkr Lsn:  Track: Practice Management |
| **WEDNESDAY, June 10, 2020 (Continued)** | |
| **9:00 a.m. – 10:00 a.m.**  Presented in: English | Addiction and the Role of the Financial Advisor  Cheryl Canzanella, LUTCF  Spkr Lsn:  Track: Whole Person |
| **9:00 a.m. – 10:00 a.m.**  Presented in: English  Interpreted: S, T | Discover a Proven Formula for Exponential Growth  Wayne Cotton, CLU  Spkr Lsn:  Track: Advising Clients |
| **9:00 a.m. – 10:00 a.m.**  Presented in: English  Interpreted: C, Hi | The Phone Does Ring: Get Introductions from COIs  Paresh B. Shah, CFP  Spkr Lsn:  Track: Marketing |
| **9:00 a.m. – 10:00 a.m.**  Presented in: English | Cyber Threat 2020: Cybersecurity Action Planning  John Sileo  Spkr Lsn:  Track: Practice Management |
| **9:00 a.m. – 10:00 a.m.**  Presented in: Hindi | Business Through NRI Clients  Prasad Arjun Shirodkar  Spkr Lsn:  Track: Marketing |
| **9:00 a.m. – 10:00 a.m.**  Presented in: Japanese | The story I shared with my parents of age 85 and my 30 year-old son\*  Tamami Okuyama  (\*English title subject to change)  Spkr Lsn:  Track: Advising Clients |
| **9:00 a.m. – 10:00 a.m.**  Presented in: Korean | Differentiate yourself for winning sales\*  Minho Kong  Sung Man Park  (\*English title subject to change)  Spkr Lsn:  Track: Advising Clients |
| **WEDNESDAY, June 10, 2020 (Continued)** | |
| **9:00 a.m. – 10:00 a.m.**  Presented in: Mandarin | The role of taxes in high net worth individuals\*  Elton Wang  (\*English title subject to change)  Spkr Lsn:  Track: Advising Clients |
| **9:00 a.m. – 10:00 a.m.**  Presented in: Mandarin | How to sell high critical illness insurance\*  Wu Li Zhen  (\*English title subject to change)  Spkr Lsn:  Track: Advising Clients |
| **9:00 a.m. – 10:00 a.m.**  Presented in: Spanish | Your life is your career, close it with everything!\*  Alexandra Llosa del Rio  (\*English title subject to change)  Spkr Lsn:  Track: Whole Person |
| **9:00 a.m. – 10:00 a.m.**  Presented in: Thai | Working with Practices to Reach MDRT\*  Sakkarin Suwanpaenpa  (\*English title subject to change)  Spkr Lsn:  Track: Advising Clients |
| **9:30 a.m. – 10:30 a.m.**  HI- Avalon Ballroom & Foyer (Lobby Level) | **Quarter Century Club**  (CLOSED EVENT – Quarter Century Members Only) |
| **10:00 a.m. – 10:30 a.m** | **BREAK** |
| **10:00 a.m. – 11:30 a.m**.  MP Hall  ACC- Hall D | **Main Platform Speaker Rehearsals**  (CLOSED EVENT) |
| **10:30 a.m. – 11:30 a.m.**  ACC & MA Session Rooms | **FOCUS SESSIONS #6** |
| **10:30 a.m. – 11:30 a.m.**  Presented in: Cantonese | Be at the Top of the Industry With an Effective System\*  Joyce Wu Shuk Ping  (\*English title subject to change)  Spkr Lsn:  Track: Practice Management |
| **WEDNESDAY, June 10, 2020 (Continued)** | |
| **10:30 a.m. – 11:30 a.m.**  Presented in: English  Interpreted: C, T | Inspiring Wisdom – Ask Tony Gordon  Jennifer A. Borislow, CLU  Tony Gordon  Spkr Lsn:  Track: Marketing |
| **10:30 a.m. – 11:30 a.m.**  Presented in: English | How I Sell 250 Life Policies Each Year  Cleophas Castillo  Spkr Lsn:  Track: Advising Clients |
| **10:30 a.m. – 11:30 a.m.**  Presented in: English  Interpreted: Hi, S | The Checklist: A Low-Tech Solution Every Advisor Should Use  Dave Faulkner, CFP  Spkr Lsn:  Track: Advising Clients |
| **10:30 a.m. – 11:30 a.m.**  Presented in: English | Lead the Pro Football Way  Mark Oristano  Spkr Lsn:  Track: Practice Management |
| **10:30 a.m. – 11:30 a.m.**  Presented in: English  Interpreted: J, K | MDRT at the Office, Top of the Table at Home  Adam A. Solano, CRPC  Spkr Lsn:  Track: Whole Person |
| **10:30 a.m. – 11:30 a.m.**  Presented in: English  Interpreted: M ONLY | There Are No Secrets to Success  James D. Pittman, CLU, CFP  Spkr Lsn:  Track: Whole Person |
| **10:30 a.m. – 11:30 a.m.**  Presented in: Hindi | Life Insurance Profession: A Family Business  Pradip Genbhau Nalawade, CFP, MBA  Spkr Lsn:  Track: Practice Management |
| **10:30 a.m. – 11:30 a.m.**  Presented in: Japanese | Time to change your marketing methods (dawn of the new era)\*  Masakazu Shigemori, TLC  (\*English title subject to change)  Spkr Lsn:  Track: Marketing |
| **WEDNESDAY, June 10, 2020 (Continued)** | |
| **10:30 a.m. – 11:30 a.m.**  Presented in: Korean | Echo Session - Korean Language  TBD TBD  Spkr Lsn: N/A  Track: N/A |
| **10:30 a.m. – 11:30 a.m.**  Presented in: Mandarin | How to run a personal brand\*  Lu Wang  (\*English title subject to change)  Spkr Lsn:  Track: Marketing |
| **10:30 a.m. – 11:30 a.m.**  Presented in: Spanish | Digital Marketing: Trends and Benefits\*  Tamar Terzakyan  (\*English title subject to change)  Spkr Lsn:  Track: Marketing |
| **10:30 a.m. – 11:30 a.m.**  Presented in: Thai | Echo Session - Thai Language  Sanaya Dancharoenkit  Chirawadee Hompetch, CFP, MBA  Natthaphat Silsaksom  Spkr Lsn: N/A  Track: N/A |
| **12:00 p.m. – 2:00 p.m.**  ACC- Hall C | **ConneXion Zone/Sponsor Move-Out** |
| **12:30 p.m.**  MP Hall (Backstage - Green Room)  ACC- Hall D | **MP Speakers Lunch**  (CLOSED EVENT) |
| **12:30 p.m.**  MP Hall  ACC- Hall D | **Main Platform Doors Open** |
| **12:30 p.m.** | **Live Entertainment Begins** |
| **WEDNESDAY, June 10, 2020 (Continued)** | |
| **1:00 p.m. – 4:00 p.m.**  MP Hall  ACC- Hall D  *Presiders:* | **MAIN PLATFORM**  Peggy Tsai, RFP, CCFP  Regina Bedoya, CLU, ChFC |
| *Presider:*  Nominee Acceptance  Back from Break video    Meeting Close & 2021 New Orleans Promo | Annual Business Meeting  Regina Bedoya, CLU, ChFC  Recognition of Immediate Past President  Presentation of Foundation Check    **BREAK (20 Min)**  **ADJOURNMENT** |