|  |  |
| --- | --- |
|

|  |
| --- |
| **WEDNESDAY, June 3, 2020** |

 |
|

|  |  |
| --- | --- |
| **2:00 p.m. – 3:00 p.m.**ACC- **2:00 p.m. – 3:30 p.m.**AV & IT OfficeACC- 205A | **PreCon: Transportation (TBD)****Session Room Set/Reset/TD Meeting** |
| **4:00 p.m. – 5:00 p.m.**Vendor Meeting RoomACC- 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 OfficeACC- 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 (HI- El Presidential Suite #14-340)Walk to restaurantArrive at restaurant for 6:30 reservations |
| **FRIDAY, June 5, 2020** |
| **7:00 a.m. – 10:00 a.m**. Ex Com SuiteHI- El Presidential Suite #14-340 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)BreakfastMeetingFacility Tour – HI, MA, ACC |
| **8:00am – 6:00pm**MP HallACC- Hall D | **MP Technical Rehearsals** |
| **10:00 a.m. – 11:00 a.m.** ACC - | **Visit Anaheim Desk Debrief** |
| **11:30 a.m.**HI- Meet in Lobby by Concierge Desk | **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/ChairsDirectors meet w/ChairsPGA AD’s/Staff Liaisons Arrive & meet w/ Directors |
| **2:00 p.m. – 3:00 p.m.**Global Markets Room #1ACC- 208A | **Meeting with CSI**(CLOSED EVENT) |
|  |
| **FRIDAY, June 5, 2020 (Continued)** |
| **3:30 p.m.** Staff Meeting RoomACC- 210CD | **Staff Meeting**(CLOSED EVENT) |
| **4:00 p.m.** ACC- Hall C | **Sponsor Inspection** |
| **4:00 p.m. – 5:00 p.m.** (J, K, M, S, T) | **2020 PDC Meeting** (CLOSED EVENT) |
| **4:15 p.m. – 5:30 p.m.**Staff Meeting RoomACC- 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 CenterGreat Room 6:30 p.m. – 7:00 p.m. 7:00 p.m. – 10:00 p.m.(J, K, M, S,T) | **2020 PGA/PDC Leadership Reception and Dinner**(CLOSED EVENT - PRE-MEETING INVITE)Transportation Provided: Pick-up location TBDReceptionDinner |
|  |  |
|  |  |
|  |  |
| **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 MeetingSpeaker:  |
| **8:00am – 5:00pm**MP HallACC- Hall D | **MP Technical Rehearsals**  |
| **8:00am – 6:00pm**Special Guest OfficeACC- 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 SuiteMA- Chairman’s Suite #1908 | **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) | SESSIONPGA DVP: Yuka Nakahara-Goven, MBA, CLUMDRT President: Regina Bedoya, CLU, ChFC~~Guest Speaker:~~  |
|  4:55 p.m. – 5:30 p.m.MA-MA-MA-MA-MA-MA-  | BREAKOUTSTraffic GeneralTraffic Sessions I and IITraffic Main PlatformMDRT StoreMeeting InvolvementRegistration |
| **6:00 p.m. – 7:30 p.m.**HI- Avalon Ballroom(Lobby Level) | **Excalibur Reception** (INVITATION ONLY-MAJOR DONORS) |
| **SATURDAY, June 6, 2020 (Continued)** |
| **6:00 p.m. – 10:00 p.m.**MA-6:00 p.m. – 7:00 p.m. MA- Grand Ballroom A-D 7:00 p.m. – 10:00 p.m.  MA- Grand Ballroom E-F (M, K, J) | **MetLife Gala Awards Dinner****(Not an Official MDRT Event)**ReceptionDinner & 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 RoomACC- 213A | **Foundation Gives Day and Global Breakfast**(CLOSED EVENT PRE-MEETING INVITE)  |
| **8:00 a.m.** – **7:15 p.m.**MP HallACC- Hall D | **Main Platform/Opening Ceremony Speaker Rehearsals** (CLOSED EVENT) |
| **8:00am – 6:30pm**Special Guest OfficeACC- 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) COT/TOT Speaker Daymond John will not attend tech check |
| **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**: The Power of Broke**SPEAKER:** Daymond John**RECEPTION** |
| **1:30 p.m.**Staff Meeting RoomACC- 210CD | **STAFF MEETING**(CLOSED EVENT) |
| **1:30 p.m. – 3:30 p.m.**MP Hall - BackstageACC- Hall D1:30 – 2 p.m.2 – 2:30 p.m.2:30 – 3:30 p.m. | **Flag Bearer Assembly, Instruction & Rehearsal**(CLOSED EVENT)Flag Bearer AssemblyFlag 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)LanguagesTBD Room- CantoneseTBD Room- EnglishTBD Room- HindiTBD Room- JapaneseTBD Room- KoreanTBD Room- MandarinTBD Room- SpanishTBD Room- Thai |
| **SUNDAY, June 7, 2020 (Continued)** |
| **3:30 p.m. – 6:30 p.m.**MP Hall – Backstage Green RoomACC- Hall D | **OC Speakers Dinner**(Closed Event) |
| **4:30 p.m. – 5:00 p.m.**MP HallACC- Hall D | **Opening Ceremony Doors Open & Music Begins** |
| **5:00 p.m. – 6:30 p.m.** MP HallACC- Hall D**Presider:****~~Video Opening~~****Official Opening of Meeting****Flag Ceremony****Moment of Reflection****Recognition of the Past Presidents** | **OPENING CEREMONY**  Regina Bedoya, CLU, ChFCRegina 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(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 SuiteHI- Lanai Presidential Suite #5-230 | **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 OfficeACC- 211AB | **Special Guest Office Open Hours** |
| **MONDAY, June 8, 2020 (Continued)** |
| **7:15 a.m.**MP Hall ACC- Hall D7:30 a.m. | **Main Platform Doors Open**Live Entertainment Begins |
| **8:00 a.m.** – **11:00 a.m.**MP HallACC- Hall D  Presiders:Back from Break EntertainmentPresidential AddressFoundation Speaker: | **MAIN PLATFORM**Regina Bedoya, CLU, ChFCRoss Vanderwolf, CFPOpen and Recognition of Special Guest**BREAK (20 Min)**Regina Bedoya, CLU, ChFC:Recognition: Foundation Sponsors and Quality of Life AwardsFoundation President: ADJOURNMENT |
|  |
| **MONDAY, June 8, 2020 (Continued)** |
| **9:00 a.m.**Staff Meeting RoomACC- 210CD | **STAFF MEETING**(Closed Event) |
| **9:00 a.m. – 10:00 a.m.**AV & IT OfficeACC- 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** |
| **11:00 a.m. – 1:30 p.m.**PGA/PDC WorkroomACC- 202AB | **Focus Session Team/Staff Lunch Pick-Up** |
| **11:30 a.m. – 1:00 p.m.** MA- Grand Ballroom EF *Moderator:*  | **LUNCH SESSION** (PREPAID TICKETED EVENT)- USD 60**TITLE:** **SPEAKER:** Steve Sims |
| ***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)~~ |
|  |  |
| **MONDAY, June 8, 2020 (Continued)** |
| **1:00 p.m. – 2:00 p.m.**Foundation Conference RoomACC- 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 HallACC- 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 Court of the TableSusanna Chan Wai YingSpkr Lsn:Track: Practice Management |
| **1:30 p.m. – 2:30 p.m.**Presented in: English | Moving Forward by Looking InwardMeagan S. Balaneski, CFP, RFPSpkr Lsn:Track: Whole Person |
| **1:30 p.m. – 2:30 p.m.**Presented in: EnglishInterpreted: J, S | The Clock Presentation You Must KnowTimothy Daniel Clairmont, CFP, MSFSSpkr Lsn:Track: Advising Clients  |
| **1:30 p.m. – 2:30 p.m.**Presented in: EnglishInterpreted: Hi, T | Evolutionary Advisor: From Generalist to NicheTodd FithianSpkr Lsn:Track: Marketing  |
| **1:30 p.m. – 2:30 p.m.**Presented in: EnglishInterpreted: C, K  | The Psychology of Converting Prospects to ClientsSimon Singer, CAP, CFPSpkr 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 NeedCorey WilliamsSpkr Lsn:Track: Whole Person  |
| **1:30 p.m. – 2:30 p.m.**Presented in: Hindi | Creating Strong Relationships and SolutionsAnil RankaSpkr Lsn:Track: Advising Clients  |
| **1:30 p.m. – 2:30 p.m.**Presented in: Japanese | Excavate Estate Planning Cases by Visiting Existing ClientsKusuo YamaguchiSpkr Lsn:Track: Practice Management  |
| **1:30 p.m. – 2:30 p.m.**Presented in: Korean | The True Value of Life InsuranceJoon Hee ParkSpkr Lsn:Track: Advising Clients  |
| **1:30 p.m. – 2:30 p.m.**Presented in: Mandarin | Efficiently Trade Full Life Insurance for Middle-Class FamiliesChih-Cheng JenSpkr Lsn:Track: Advising Clients  |
| **1:30 p.m. – 2:30 p.m.**Presented in: Mandarin | Improve Client Quality and Develop High-Quality MarketsZhang ShaSpkr Lsn:Track: Marketing  |
| **1:30 p.m. – 2:30 p.m.**Presented in: Spanish | The Key is LoyaltyDorin Roxana IsraelianSpkr Lsn:Track: Practice Management  |
| **1:30 p.m. – 2:30 p.m.**Presented in: Thai | Good Health Brings WealthPachthanatt ThaksarathanunthSpkr Lsn:Track: Whole Person  |
| **MONDAY, June 8, 2020 (Continued)** |
| **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 Yourself, Create a Successful Environment Around YouKung Yin LeungSpkr Lsn:Track: Practice Management  |
| **3:00 p.m. – 4:00 p.m.**Presented in: EnglishInterpreted: (M ONLY)  | How to Successfully Manage and Market Your BusinessMarc A. Silverman, CFP, ChFCSpkr Lsn:Track: Marketing  |
| **3:00 p.m. – 4:00 p.m.**Presented in: Mandarin | Building an Empowered MDRT TeamZuo JunSpkr 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 GenerationPhilip Calvert, FPSAKyriakos Chatzistefanou, DMS, CMITara ClarkSpkr Lsn:Track: Marketing  |
| **3:00 p.m. – 4:30 p.m.**Presented in: EnglishInterpreted: C, J | Top of the Table with Incorporated ProfessionalsAdrian George, CFP, TEPSpkr Lsn:Track: Marketing  |
| **3:00 p.m. – 4:30 p.m.**Presented in: EnglishInterpreted: S, T | 5 Lessons from Top of the TableKarl HarteySpkr Lsn:Track: Practice Management  |
| **MONDAY, June 8, 2020 (Continued)** |
| **3:00 p.m. – 4:30 p.m.**Presented in: English | Cash-Value Life Insurance StrategiesVan Mueller, LUTCFSpkr Lsn:Track: Advising Clients  |
| **3:00 p.m. – 4:30 p.m.**Presented in: EnglishInterpreted: Hi, K | Take Charge of Your MindCherry Pua AfricaSpkr Lsn:Track: Practice Management  |
| **3:00 p.m. – 4:30 p.m.**Presented in: Hindi | Prospecting, Relationships and Marketing: The Soul of Your BusinessRohit N. Dhanani, B Comm, CISChhaganlal G. GadhiaSpkr 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 LeadershipPatricia Salazar BarbagelataSpkr Lsn:Track: Practice Management  |
| **3:00 p.m. – 4:30 p.m.**Presented in: Thai | Search for an Identity and Method of Service that Meets Client NeedsPaveennuch CheowtirakulSuwannee JamsavangEakasak Narksakul~~Thattana Sritaraksa~~Spkr Lsn:Track: Advising Clients  |
| **MONDAY, June 8, 2020 (Continued)** |
| **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(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 SuiteHI- Lanai Presidential Suite #5-230 | **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 OfficeACC- 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 HallACC- Hall D | **MDRT SPEAKS Doors Open** |
| **7:30 a.m. – 4:00 p.m.**ACC- Hall C | **Registration Open** |
|  |
| **TUESDAY, June 9, 2020 (Continued)** |
| **8:00 a.m. – 11:00 a.m.**MP HallACC- Hall DIncoming Presidential Address: | **MDRT SPEAKS**Presiders: Ian Green, DipPFS and Randy L. Scritchfield, CFP, LUTCFIan 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** |
|  |
| **TUESDAY, June 9, 2020 (Continued)** |
| **9:00 a.m.**Staff Meeting RoomACC- 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** |
| **11:00 a.m. – 1:30 p.m.**PGA/PDC WorkroomACC- 202AB | **Focus Session Team/Staff Lunch Pick-Up** |
| **11:30 a.m. – 1:00 p.m.**MA- Grand Ballroom EF Moderator*:*   | **LUNCH SESSION**  (PREPAID TICKETED EVENT – USD 60)**TITLE:** **SPEAKER:** Curt Steinhorst |
| ***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:**Sam Silverstein  |
| **1:30 p.m. – 2:30 p.m.***Presider:* | **CORNERSTONE:**Esther Perel |
| **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 BoomersChee Yen Lim, B.Bus, RFCSpkr Lsn:Track: Advising Clients  |
| **3:00 p.m. – 4:00 p.m.**Presented in: English | The Exhausted Entrepreneur – The Journey to Health and WealthMark Bryant, MASpkr Lsn:Track: Whole Person  |
| **3:00 p.m. – 4:00 p.m.**Presented in: EnglishInterpreted: J, S | Insurance: Winning Without DyingCorry Collins, CLU, CHFCSpkr Lsn:Track: Advising Clients  |
| **3:00 p.m. – 4:00 p.m.**Presented in: English | The Wealth of Confidence – Be UnforgettableTracy HooperAlice Tang, ChFCSpkr Lsn:Track: Marketing  |
| **TUESDAY, June 9, 2020 (Continued)** |
| **3:00 p.m. – 4:00 p.m.**Presented in: EnglishInterpreted: C, T | The Scheduling SolutionGina PellegriniTrack: Practice Management  |
| **3:00 p.m. – 4:00 p.m.**Presented in: EnglishInterpreted: Hi, K | How to Successfully Manage and Market Your BusinessMarc A. Silverman, CFP, ChFCSpkr 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 CommitmentHideki MatsumotoSpkr Lsn:Track: Advising Clients  |
| **3:00 p.m. – 4:00 p.m.**Presented in: Korean | Retirement Income SolutionsHyeon Ho KangHwan Sun Park, TLCSpkr 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 MembershipShu-Lan ShihSpkr Lsn:Track: Marketing  |
| **3:00 p.m. – 4:00 p.m.**Presented in: Mandarin | The Way of Four Orders and One LawBenjamin XueSpkr Lsn:Track: Marketing  |
| **3:00 p.m. – 4:00 p.m.**Presented in: Spanish | Get Ready to Reach Your Maximum PotentialGraciela BottiniSpkr Lsn:Track: Whole Person  |
| **TUESDAY, June 9, 2020 (Continued)** |
| **3:00 p.m. – 4:00 p.m.**Presented in: Thai | Experiences in Presenting Retirement Pension SalesPanupon Vungvilai, AFPSpkr 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 ClientsVeronica Pang Ching ChingSpkr Lsn:Track: Marketing  |
| **4:30 p.m. – 5:30 p.m.**Presented in: EnglishInterpreted: C, S | Think Shift for Personal BestMichele Gervais, BASpkr Lsn:Track: Practice Management  |
| **4:30 p.m. – 5:30 p.m.**Presented in: EnglishInterpreted: Hi, T | No Boundaries with the Virtual MeetingBrandon Heckert, AAMSSpkr Lsn:Track: Practice Management  |
| **4:30 p.m. – 5:30 p.m.**Presented in: English | Building a 50-Year BusinessGeorge B. Sigurdson, CLUSpkr Lsn:Track: Advising Clients  |
| **4:30 p.m. – 5:30 p.m.**Presented in: English | Multiply and ConquerMicheline Varas, CFUSpkr Lsn:Track: Marketing  |
| **TUESDAY, June 9, 2020 (Continued)** |
| **4:30 p.m. – 5:30 p.m.**Presented in: EnglishInterpreted: J, K | Dignity Planning: How to Have Clients Call YouShane E. Westhoelter, AEP, CLUSpkr Lsn:Track: Advising Clients  |
| **4:30 p.m. – 5:30 p.m.**Presented in: EnglishInterpreted: M ONLY | The Clock Presentation You Must KnowTimothy Daniel Clairmont, CFP, MSFSSpkr Lsn:Track: Advising Clients  |
| **4:30 p.m. – 5:30 p.m.**Presented in: Hindi | Unique Marketing Ideas to Sell to High-Net-Worth ClientsPranil Pramod Bartakke, CFP, MBASpkr Lsn:Track: Advising Clients  |
| **4:30 p.m. – 5:30 p.m.**Presented in: Japanese | Be the Advocate of MDRTKei YamasakiSpkr Lsn:Track: Whole Person  |
| **4:30 p.m. – 5:30 p.m.**Presented in: Korean | Improving Sales Performance Through MentoringKyo Wook Son, CFPSpkr Lsn:Track: Practice Management  |
| **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~~Spkr Lsn:Track: Advising Clients  |
| **4:30 p.m. – 5:30 p.m.**Presented in: Spanish | Habits and Systems of a Regular Member of MDRTGerardo Alejandro Sanchez Castillo, LUTCF, FSSSpkr Lsn:Track: Practice Management  |
| **4:30 p.m. – 5:30 p.m.**Presented in: JapaneseIntepreted: T ONLY | ~~What I Learned from MDRT and How I Developed My Business~~~~Yasuhisa Kojima, TLC~~Spkr Lsn:Track: Practice Management  |
| **TUESDAY, June 9, 2020 (Continued)** |
| **5:00 p.m. – 6:00 p.m.**HI- Avalon Ballroom(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 SuiteHI- Lanai Presidential Suite #5-230 | **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 OfficeACC- 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**(CZ = No Sessions- Casual Networking Space) |
| **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 SuccessSamantha Yin Yuet SheungSpkr Lsn:Track: Practice Management  |
| **9:00 a.m. – 10:00 a.m.**Presented in: EnglishInterpreted: J, K | My Trip to the TopDavid William Brown, CLU, CHFCSpkr 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 AdvisorCheryl Canzanella, LUTCFSpkr Lsn:Track: Whole Person  |
| **9:00 a.m. – 10:00 a.m.**Presented in: EnglishInterpreted: S, T | Discover a Proven Formula for Exponential GrowthWayne Cotton, CLUSpkr Lsn:Track: Advising Clients  |
| **9:00 a.m. – 10:00 a.m.**Presented in: EnglishInterpreted: C, Hi | The Phone Does Ring: Get Introductions from COIsParesh B. Shah, CFPSpkr Lsn:Track: Marketing  |
| **9:00 a.m. – 10:00 a.m.**Presented in: English | Cyber Threat 2020: Cybersecurity Action PlanningJohn SileoSpkr Lsn:Track: Practice Management  |
| **9:00 a.m. – 10:00 a.m.**Presented in: Hindi | Business Through NRI ClientsPrasad Arjun ShirodkarSpkr Lsn:Track: Marketing  |
| **9:00 a.m. – 10:00 a.m.**Presented in: Japanese | The Story I Shared with my 85-Year-Old Parents and my 30-Year-Old SonTamami OkuyamaSpkr Lsn:Track: Advising Clients  |
| **9:00 a.m. – 10:00 a.m.**Presented in: Korean | Differentiate Yourself for Winning SalesMinho KongSung Man ParkSpkr Lsn:Track: Advising Clients  |
| **9:00 a.m. – 10:00 a.m.**Presented in: Mandarin | The Role of Taxes in High-Net-Worth IndividualsElton WangSpkr Lsn:Track: Advising Clients  |
| **WEDNESDAY, June 10, 2020 (Continued)** |
| **9:00 a.m. – 10:00 a.m.**Presented in: Mandarin | How to Sell High Critical Illness Insurance Wu Li ZhenSpkr 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 RioSpkr Lsn:Track: Whole Person  |
| **9:00 a.m. – 10:00 a.m.**Presented in: Thai | ~~Working with Practices to Reach MDRT~~~~Sakkarin Suwanpaenpa~~Spkr Lsn:Track: Advising Clients  |
| **9:30 a.m. – 10:30 a.m.**  HI- Avalon Ballroom (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 HallACC- 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 SystemJoyce Wu Shuk PingSpkr Lsn:Track: Practice Management  |
| **10:30 a.m. – 11:30 a.m.**Presented in: EnglishInterpreted: C, T | Inspiring Wisdom – Ask Tony GordonJennifer A. Borislow, CLUTony GordonSpkr Lsn:Track: Marketing  |
| **WEDNESDAY, June 10, 2020 (Continued)** |
| **10:30 a.m. – 11:30 a.m.**Presented in: English | How I Sell 250 Life Policies Each YearCleophas CastilloSpkr Lsn:Track: Advising Clients  |
| **10:30 a.m. – 11:30 a.m.**Presented in: EnglishInterpreted: Hi, S | The Checklist: A Low-Tech Solution Every Advisor Should UseDave Faulkner, CFPSpkr Lsn:Track: Advising Clients  |
| **10:30 a.m. – 11:30 a.m.**Presented in: English | Lead the Pro Football WayMark OristanoSpkr Lsn:Track: Practice Management  |
| **10:30 a.m. – 11:30 a.m.**Presented in: EnglishInterpreted: J, K | MDRT at the Office, Top of the Table at HomeAdam A. Solano, CRPCSpkr Lsn:Track: Whole Person  |
| **10:30 a.m. – 11:30 a.m.**Presented in: EnglishInterpreted: M ONLY | There Are No Secrets to SuccessJames D. Pittman, CLU, CFPSpkr Lsn:Track: Whole Person  |
| **10:30 a.m. – 11:30 a.m.**Presented in: Hindi | Life Insurance Profession: A Family BusinessPradip Genbhau Nalawade, CFP, MBASpkr Lsn:Track: Practice Management  |
| **10:30 a.m. – 11:30 a.m.**Presented in: Japanese | ~~Time to Change Your Marketing Methods~~~~Masakazu Shigemori, TLC~~Spkr Lsn:Track: Marketing  |
| **10:30 a.m. – 11:30 a.m.**Presented in: Korean | Echo Session - Korean LanguageHyoun Pio ParkJooyoung YooSpkr Lsn: N/ATrack: N/A |
| **WEDNESDAY, June 10, 2020 (Continued)** |
| **10:30 a.m. – 11:30 a.m.**Presented in: Mandarin | How to Run a Personal BrandLu WangSpkr Lsn:Track: Marketing  |
| **10:30 a.m. – 11:30 a.m.**Presented in: Spanish | Digital Marketing: Trends and BenefitsTamar TerzakyanSpkr Lsn:Track: Marketing  |
| **10:30 a.m. – 11:30 a.m.**Presented in: Thai | Echo Session - Thai Language~~Sanaya Dancharoenkit~~Chirawadee Hompetch, CFP, MBANatthaphat SilsaksomSpkr Lsn: N/ATrack: 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** |
| **1:00 p.m. – 4:00 p.m.**MP HallACC- Hall D*Presiders:* | **MAIN PLATFORM** Peggy Tsai, RFP, CCFPRegina Bedoya, CLU, ChFC |
|  *Presider:*Nominee AcceptanceBack from Break video  Meeting Close & 2021 New Orleans Promo | Annual Business MeetingRegina Bedoya, CLU, ChFC Recognition of Immediate Past PresidentPresentation of Foundation Check **BREAK (20 Min)****ADJOURNMENT** |