

# 2020 GLOBAL CONFERENCE

August 30 – September 2, 2020

Program Draft #2

March 5, 2020

## WEDNESDAY, August 26, 2020

1:00 p.m. – 2:00 p.m.  
DWTC -

Dubai Tourism Desk Debrief

2:00 p.m. – 3:00 p.m.  
DWTC-

PreCon: Transportation (TBD)

2:00 p.m. – 3:30 p.m.  
AV & IT Office  
DWTC-

Session Room Set/Reset/TD Meeting

4:00 p.m. – 5:00 p.m.  
Security Office  
DWTC-

PreCon: Security (TBD)

## THURSDAY, August 27, 2020

10:00 a.m. – 11:00 a.m.

PreCon: Conrad Dubai (TBD)

2:30 p.m. – 3:30 p.m.  
DWTC-

PreCon: DWTC (TBD)

5:00 p.m. – 6:00 p.m.  
Staff Meeting Room  
DWTC- Sharjah D

Staff Tour

6:30 p.m.

Off-Site:

6:00 p.m.

6:15 p.m.

6:30 p.m.

ExCom Dinner  
(CLOSED EVENT)

All meet in ExCom suite (Royal Suite)

Walk to restaurant

Arrive at restaurant for 6:30 reservations

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## FRIDAY, August 28, 2020

**7:00 a.m. – 10:00 a.m.**  
Ex Com Suite- Royal 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 – CD, DWTC

**8:00am – 6:00pm**  
MP Hall  
DWTC- TCA & SSH 1-2

**MP Technical Rehearsals**

**11:30 a.m.**

**ExCom Spouse Tour (given by ExC Valet)**  
– CD, DWTC

**1:00 p.m. – 4:00 p.m.**  
DWTC- Exhibit Hall 1-3

**Sponsor Move In ConneXion Zone**

**1:00 p.m. – 5:00 p.m.**  
CD- Ballroom A & B

**2020 PGA Leadership Meeting**  
(CLOSED EVENT)

1:00 p.m.  
2:00 p.m.  
3:00 p.m.

DVP meets 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  
DWTC-

**Meeting with CSI**  
(CLOSED EVENT)

**3:30 p.m.**  
Staff Meeting Room  
DWTC- Sharjah D

**Staff Meeting**  
(CLOSED EVENT)

**4:00 p.m.**  
DWTC- Exhibit Hall 1-3

**Sponsor Inspection**

**4:00 p.m. – 5:00 p.m.**

**2020 PDC Meeting**  
(CLOSED EVENT)

(C, J, K, M)

**4:15 p.m. – 5:30 p.m.**  
Staff Meeting Room  
DWTC- Sharjah D

**Staff Tour**

**6:30 p.m. – 10:00 p.m.**  
CD- Ballroom C-F

**2020 PGA/PDC Leadership Reception and Dinner**  
(CLOSED EVENT - PRE-MEETING INVITE)  
No Bussing

6:00 p.m. – 6:30 p.m.  
6:30 p.m. – 10:00 p.m.

Reception  
Dinner

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## SATURDAY, August 29, 2020

**7:00 a.m.**

CD- Ballroom A

**PGA Directors Breakfast**

(CLOSED EVENT)

**7:15 a.m. – 8:15 a.m.**

CD- Ballroom C

**Committee Chair Tech Check**

Speaker:

**7:30 a.m. – 10:30 a.m.**

**2021 Committee Chairs Breakfast/Meeting**

(CLOSED EVENT)

7:30 a.m. – 8:15 a.m.

CD- Ballroom C

Committee Chairs Breakfast

8:30 a.m. – 10:30 a.m.

CD- Ballroom D

Committee Chairs Meeting

Speaker:

**8:00am – 5:00pm**

MP Hall

DWTC- TCA & SSH 1-2

**MP Technical Rehearsals**

**8:00am – 6:00pm**

Special Guest Office

DWTC-

**Special Guest Office Open Hours**

**10:00 a.m. – 12:00 p.m.**

DWTC-

**MetLife Asia Half-Day Session Rehearsals**

**TBD**

DWTC-

**AIA Half-Day Session Rehearsals**

**11:00 a.m. – 5:00 p.m.**

DWTC- Exhibit Hall 1-3

**ConneXion Zone, MDRT Foundation Booth & MDRT Store Open**

**11:00 a.m. – 6:00 p.m.**

DWTC- Exhibit Hall 1-3

**Registration Open**

**11:00 a.m. – 6:00 p.m.**

DWTC-

**Meeting App Kiosk Open**

**11:30 a.m. – 12:30 p.m.**

**MetLife Private Reception (Lunch)**

(CLOSED EVENT)

**12:00 p.m. – 1:00 p.m.**

DWTC-

**MetLife Asia Luncheon**

(At MetLife Expense- Non- MDRT Official Event- CLOSED EVENT)

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## SATURDAY, August 29, 2020 (Continued)

**1:00 p.m. – 4:00 p.m.**

DWTC-

**MetLife Asia Half-Day Session**

(CLOSED EVENT- Pre-Meeting Invite Only)

**TBD**

DWTC-

**AIA Half Day Session**

(CLOSED EVENT – Invite Only)

**2:15 p.m. – 3:30 p.m.**

DWTC-

**PGA Tech Check**

**4:30 p.m. – 5:30 p.m.**

DWTC-

**PGA Kickoff**

4:30 p.m. – 4:55 p.m.

(C, J, K, M, T)

### SESSION

PGA DVP: Pecky Wong So Ping FChFP MBA

MDRT President: Regina Bedoya, CLU, ChFC

Guest Speaker:

4:55 p.m. – 5:30 p.m.

### BREAKOUTS

Traffic General I and II

Traffic Sessions

Traffic Main Platform

MDRT Store

Meeting Involvement

Registration

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## SUNDAY, August 30, 2020

**7:00 a.m. – 10:00 a.m.**  
CD- Ballroom A

**PGA Directors Breakfast**  
(CLOSED EVENT)

**7:00 a.m. – 7:00 p.m.**  
DWTC-

**Meeting App Kiosk Open**

**8:00 a.m. – 7:15 p.m.**  
MP Hall  
DWTC- TCA & SSH 1-2

**Main Platform/Opening Ceremony Speaker Rehearsals**  
(CLOSED EVENT)

**8:00am – 6:30pm**  
Special Guest Office  
DWTC-

**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.**  
DWTC- Exhibit Hall 1-3

**Registration Open**

**11:00 a.m. – 12:00 p.m.**  
DWTC-

**Court of the Table - Top of the Table Tech Check**  
(CLOSED EVENT)

**11:00 a.m. – 5:00 p.m.**  
DWTC- Exhibit Hall 1-3

**ConneXion Zone, MDRT Foundation Booth & MDRT Store Open**

~~11:30 a.m. – 12:30 p.m.~~  
Band Reh/Storage Rm  
DWTC-

~~**Band Luncheon**~~  
(CLOSED EVENT)

**11:30 a.m. – 2:00 p.m.**  
DWTC-

**Foundation Global Engagement Committee Lunch**  
(CLOSED EVENT PRE-MEETING INVITE)

**1:00 p.m. – 3:30 p.m.**  
DWTC-

**COURT OF THE TABLE AND TOP OF THE TABLE  
PROGRAM AND RECEPTION (TICKETED EVENT)**

**1:00 p.m. – 2:30 p.m.**

**PROGRAM:**

(C, Hi, J, K, M, T)

**SPEAKER:** Lisa Sun

Moderator:

**2:30 p.m. – 3:30 p.m.**

**RECEPTION**

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## SUNDAY, August 30, 2020 (Continued)

**1:30 p.m.**

Staff Meeting Room  
DWTC- **Sharjah D**

**STAFF MEETING**

(CLOSED EVENT)

**1:30 p.m. – 3:30 p.m.**

MP Hall - Backstage  
DWTC- TCA & SSH 1-2

**Flag Bearer Assembly, Instruction & Rehearsal**

(CLOSED EVENT)

1:30 – 2 p.m. Flag Bearer Assembly  
2 – 2:30 p.m. Flag Bearer Instructions (Off Stage)  
2:30 – 3:30 p.m. Flag Bearer Rehearsal (On-Stage)

**3:00 p.m. – 4:30 p.m.**

DWTC-

**\*NEW\* FAM: The Arrival** (First Timers Sessions- Language Specific)

Languages

TBD Room- Cantonese

TBD Room- English

TBD Room- Hindi

TBD Room- Japanese

TBD Room- Korean

TBD Room- Mandarin

TBD Room- Thai

**3:30 p.m. – 6:30 p.m.**

MP Hall – Backstage Green Room  
DWTC- TCA & SSH 1-2

**OC Speakers Dinner**

(Closed Event)

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## SUNDAY, August 30, 2020 (Continued)

4:30 p.m. – 5:00 p.m.  
MP Hall  
DWTC- TCA & SSH 1-2

Opening Ceremony Doors Open & Music Begins

5:00 p.m. – 6:30 p.m.  
MP Hall  
DWTC- TCA & SSH 1-2

OPENING CEREMONY

President: Regina Bedoya, CLU, ChFC

~~Video Opening~~

Official Opening of Meeting Regina Bedoya, CLU, ChFC

Flag Ceremony

Moment of Reflection

Recognition of the Past Presidents

6:45 p.m. – 7:45 p.m.  
DWTC- Bubble Lounge

Special Guest Reception  
(CLOSED EVENT – BY INVITATION)

9:00 p.m. – 10:30 p.m.  
CD- Meeting Room 8 & 9

PGA Best Worker Presentation

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**6:00 a.m.**

CD- Ballroom A

**PGA Directors Breakfast**

(CLOSED EVENT)

**6:00 a.m. – 7:30 a.m.**

TBD

**MDRT Focus Group – TBD**

(CLOSED EVENT – INVITATION ONLY)

**6:30 a.m.**

MP Hall (Green Room-Backstage)

DWTC-

**MP Speakers Breakfast**

(CLOSED EVENT)

**7:00 a.m. – 4:00 p.m.**

DWTC- Exhibit Hall 1-3

**Registration Open**

**7:00 a.m. – 4:00 p.m.**

DWTC-

**Meeting App Kiosk Open**

**7:00am – 5:00pm**

Special Guest Office

DWTC-

**Special Guest Office Open Hours**



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7:15 a.m.

MP Hall

DWTC- TCA & SSH 1-2

Main Platform Doors Open

8:00 a.m. – 11:00 a.m.

MP Hall

DWTC- TCA & SSH 1-2

7:30 a.m. Live Entertainment Begins

MAIN PLATFORM

Presiders: Regina Bedoya, CLU, ChFC  
Ross Vanderwolf, CFP

Open and Recognition of Special Guest

**BREAK (20 Min)**

Back from Break Entertainment

Presidential Address Regina Bedoya, CLU, ChFC:

ADJOURNMENT

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**9:00 a.m.**

Staff Meeting Room  
DWTC- **Sharjah D**

**STAFF MEETING**

(Closed Event)

**9:00 a.m. – 10:00 a.m.**

AV & IT Office  
DWTC-

**AV Tech Training**

**10:30 a.m. – 11:00 a.m.**

DWTC- Sheikh Maktoum Hall D

**Lunch Session Tech Check**

**11:00 a.m. – 5:00 p.m.**

DWTC- Exhibit Hall 1-3

**ConneXion Zone, MDRT Foundation Booth and MDRT Store Open**

**11:00 a.m. – 1:30 p.m.**

PGA/PDC Workroom  
DWTC-

**Focus Session Team/Staff Lunch Pick-Up**

**11:30 a.m. – 1:00 p.m.**

DWTC- Sheikh Maktoum Hall D

**LUNCH SESSION**

(PREPAID TICKETED EVENT)- USD 60

**TITLE:**

**SPEAKER:** **Till Haunschild**

*Moderator:*

**12:00--12:20 p.m./12:30—12:50 p.m.**

DWTC Session Rooms

**FOCUS SESSION REHEARSALS –**

(Monday sessions)

**12:00 p.m. – 1:30 p.m.**

~~**Special Guests Luncheon**~~

(BY INVITATION)

**1:00 p.m. – 5:00 p.m.**

MP Hall  
DWTC- TCA & SSH 1-2

**MDRT SPEAKS SPEAKER REHEARSALS**

(Tuesday MP)

**1:30 p.m. – 2:30 p.m.**

DWTC Session Rooms

**FOCUS SESSIONS #1**

**1:30 p.m. – 2:30 p.m.**

Presented in: English  
Interpretation offered in: Hi, K

You Can Do More

Jeremy Mark Wellington, DipCII, DipPFS

Spkr Lsn:

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**1:30 p.m. – 2:30 p.m.**

Presented in: English  
Interpretation offered in: C, T

Integrating New Generations and Technology  
Brian D. Heckert, ChFC, CLU

Spkr Lsn:

**1:30 p.m. – 2:30 p.m.**

Presented in: English  
Interpretation offered in: J

Multiply and Conquer  
Micheline Varas, CFU

Spkr Lsn:

**1:30 p.m. – 2:30 p.m.**

Presented in: Cantonese

Assembling a Bottomless Client Pool  
Tong Yan Ming  
(\*English title subject to change)

Spkr Lsn:

**1:30 p.m. – 2:30 p.m.**

Presented in: Japanese

Closing the Door Behind You  
Yumi Kato  
(\*English title subject to change)

Spkr Lsn:

**1:30 p.m. – 2:30 p.m.**

Presented in: Korean

Two-Track Strategy of Life and Assets  
Kyung Woo Lee  
(\*English title subject to change)

Spkr Lsn:

**1:30 p.m. – 2:30 p.m.**

Presented in: Mandarin

New Business Model in the Age of Digital Transformation  
Hsin-hua Hsu, CFP  
(\*English title subject to change)

Spkr Lsn:

**1:30 p.m. – 2:30 p.m.**

Presented in: Mandarin

Practical Sales Concepts for Closing HNW clients  
Tjhai Lie Yun  
(\*English title subject to change)

Spkr Lsn:

**1:30 p.m. – 2:30 p.m.**

Presented in: Hindi

Life Insurance as an Estate Planning Tool  
Deepak Jain

Spkr Lsn:

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**1:30 p.m. – 2:30 p.m.**

Presented in: English  
Interpreted: T ONLY

Discover Your Financial Blind Spots  
Mohamad Manmohan Abdullah, ChFC, CLU

Spkr Lsn:

**2:30 p.m. – 3:00 p.m.**

**BREAK**

**3:00 p.m. – 4:00/4:30 p.m.**  
*DWTC Session Rooms*

**FOCUS SESSIONS #2**

**3:00 p.m. – 4:00 p.m.**

Presented in: English  
Interpretation offered in: K

Making Your Client Relationship “Foodilicious”  
Lim Ren En, RFP

Spkr Lsn:

**3:00 p.m. – 4:00 p.m.**

Presented in: English  
Interpretation offered in: Hi, T

EQ: The Secret to Winning Your Sales Calls  
Leroy Anthony Dallas, LUTCF, EMBA

Spkr Lsn:

**3:00 p.m. – 4:00 p.m.**

Presented in: English  
Interpretation offered in: C, J

The Clock Presentation You Must Know  
Timothy Daniel Clairmont, MSFS, CFP

Spkr Lsn:

**3:00 p.m. – 4:00 p.m.**

Presented in: Cantonese

Activity to the Top  
Yung Sze Hon Solomon  
(\*English title subject to change)

Spkr Lsn:

**3:00 p.m. – 4:00 p.m.**

Presented in: Japanese

First Step for a Giant Leap  
Nobuyuki Ishikawa, TLC  
(\*English title subject to change)

Spkr Lsn:

**3:00 p.m. – 4:00 p.m.**

Presented in: Korean

Seven Miracles to Becoming an MDRT life member  
In Suk Han  
(\*English title subject to change)

Spkr Lsn:

**3:00 p.m. – 4:00 p.m.**

Presented in: Mandarin

How to Build A Unique Personal Insurance Brand  
Peng Bo  
(\*English title subject to change)

Spkr Lsn:

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**3:00 p.m. – 4:00 p.m.**

Presented in: English  
Interpreted: M ONLY

Just Say No

Barbara A. Pietrangelo, ChFC, CFP

Spkr Lsn:

**3:00 p.m. – 4:00 p.m.**

Presented in: Hindi

The Secret to More Zeros on Clients' Checks

Divya Tusnial

Spkr Lsn:

**3:00 p.m. – 4:00 p.m.**

Presented in: Thai

Building Relationships with Customers Within a Limited Time

Surawut Pattanabandit

(\*English title subject to change)

Spkr Lsn:

**5:00 p.m. – 6:00 p.m.**

CD- Meetings Room 8 & 9

**Quarter Century Club**

(CLOSED EVENT – QC MEMBERS ONLY)

**5:30 p.m. – 6:30 p.m.**

CD- The Ballroom

**Top of the Table Reception**

(CLOSED EVENT – TOP OF THE TABLE MEMBERS ONLY)

**6:00 p.m. – 9:00 p.m.**

Offsite:

**Foundation Donor Dinner**

**9:00 p.m. – 10:30 p.m.**

CD- Meeting Room 8 & 9

**PGA Best Worker Presentation**

**OPEN EVENING FOR ALL COMPANY AND  
NON-MDRT SPONSORED EVENTS**

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## TUESDAY, September 1, 2020

**6:00 a.m.**  
CD- Ballroom A

**PGA Directors Breakfast**  
(CLOSED EVENT)

**6:00 a.m. – 7:30 a.m.**

**MDRT Focus Group – TBD**  
(CLOSED EVENT - BY INVITATION)

**6:30 a.m.**  
MP Hall (Green Room - Backstage)  
DWTC-

**MDRT SPEAKS SPEAKER BREAKFAST**  
(CLOSED EVENT)

**7:00 a.m. – 4:00 p.m.**  
DWTC-

**Meeting App Kiosk Open**

**7:00 a.m. – 5:00pm**  
Special Guest Office  
DWTC-

**Special Guest Office Open Hours**

**7:15 a.m.**  
MP Hall  
DWTC- TCA & SSH 1-2

**MDRT SPEAKS Doors Open**

**7:30 a.m. – 4:00 p.m.**  
DWTC- Exhibit Hall 1-3

**Registration Open**

**8:00 a.m. – 11:00 a.m.**  
MP Hall  
DWTC- TCA & SSH 1-2

**MDRT SPEAKS**  
Presiders: Randy L. Scritchfield, CFP, LUTCF and Ian J. Green, DipPFS

Incoming Presidential Address:

11:00 a.m. **ADJOURNMENT**

**9:00 a.m.**  
Staff Meeting Room  
DWTC- **Sharjah D**

**STAFF MEETING**  
(Closed Event)

**10:30 a.m. – 11:00 a.m.**  
DWTC- Sheikh Maktoum Hall D

**Lunch Session Tech Check**

**11:00 a.m. – 5:00 p.m.**  
DWTC- Exhibit Hall 1-3

**ConneXion Zone, MDRT Foundation Booth & MDRT Store Open**

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## TUESDAY, September 1, 2020 (Continued)

**11:00 a.m. – 1:30 p.m.**

PGA/PDC Workroom  
DWTC-

Focus Session Team/Staff Lunch Pick-Up

**11:30 a.m. – 1:00 p.m.**

DWTC- Sheikh Maktoum Hall D

**LUNCH SESSION**

(PREPAID TICKETED EVENT – USD 60)

**TITLE:**

**SPEAKER:** Massy Arias

Moderator:

**11:30—11:50 a.m./12:00—12:20 p.m.**

DWTC Session Rooms

**FOCUS SESSION REHEARSALS –**

(for Tuesday sessions)

**12:30 p.m. – 12:50 p.m.**

DWTC-

**CORNERSTONE REHEARSALS**

**1:00 p.m. – 5:00 p.m.**

MP Hall  
DWTC- TCA & SSH 1-2

**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.**

**CORNERSTONE:**

Louise Evans

Presider:

**1:30 p.m. – 2:30 p.m.**

**CORNERSTONE:**

Joshua Seth

Presider:

**1:30 p.m. – 2:30 p.m.**

**CORNERSTONE:**

Adam Klein

Presider:

**3:00 p.m. – 4:00 p.m.**

DWTC Session Rooms

**FOCUS SESSIONS #3**

**3:00 p.m. – 4:00 p.m.**

Setting Larger-Than-Life Goals

Rickson Joel D'Souza

Presented in: English

Interpretation offered in: C, Hi

Spkr Lsn:

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**3:00 p.m. – 4:00 p.m.**

Presented in: English  
Interpretation offered in: K

The Phone Does Ring: Get Introductions from COIs  
Paresh B. Shah, CFP

Spkr Lsn:

**3:00 p.m. – 4:00 p.m.**

Presented in: English  
Interpretation offered in: J, T

TBD (Original Speaker Cancelled)  
Spkr Lsn:

**3:00 p.m. – 4:00 p.m.**

Presented in: Cantonese

Retirement and Wealth Planning for Baby Boomers  
Chee Yen Lim  
(\*English title subject to change)

Spkr Lsn:

**3:00 p.m. – 4:00 p.m.**

Presented in: English/Japanese  
Interpretation offered in: J ONLY

The Real Thrill of MDRT Based on the Whole Person Concept  
Brian D. Heckert, ChFC, CLU  
Thian Lung Jong  
Kinei Muraoka  
Yuichiro Nakamura

Spkr Lsn:

**3:00 p.m. – 4:00 p.m.**

Presented in: Korean

The True Value of Life Insurance  
Joon Hee Park  
(\*English title subject to change)

Spkr Lsn:

**3:00 p.m. – 4:00 p.m.**

Presented in: Mandarin

The Harder You Work, The Luckier You Get  
Kwok Tung Shing Terry  
(\*English title subject to change)

Spkr Lsn:

**3:00 p.m. – 4:00 p.m.**

Presented in: Mandarin

How To Manage Large Annuity and Whole Life Policies  
Benjamin Xue  
(\*English title subject to change)

Spkr Lsn:

**3:00 p.m. – 4:00 p.m.**

Presented in: Hindi

Aspire to Push Your Limits  
Sandeep Bidani

Spkr Lsn:



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**3:00 p.m. – 4:00 p.m.**

Presented in: Thai

Idea Exchange - Sales Techniques in Niche market

Tikomrath Chotikasamsri

Thanathon Karnjanisakorn

Jantamas Taikul

(\*English title subject to change)

**3:00 p.m. – 5:00 p.m.**

DWTC- Bubble Lounge

**Foundation Service Project**

**4:00 p.m. – 4:30 p.m.**

**BREAK**

**4:30 p.m. – 5:30 p.m.**

DWTC Session Rooms

**FOCUS SESSIONS #4**

**4:30 p.m. – 5:30 p.m.**

Presented in: English

Interpretation offered in: Hi, T

Just Say No

Barbara A. Pietrangelo, ChFC, CFP

Spkr Lsn:

**4:30 p.m. – 5:30 p.m.**

Presented in: English

Interpretation offered in: J, K

How to Navigate Our Future

Helen A. Jenkins, DipPFS

Spkr Lsn:

**4:30 p.m. – 5:30 p.m.**

Presented in: English

Interpretation offered in: C

Why We Must Redefine Success

Sharon McClafferty

Spkr Lsn:

**4:30 p.m. – 5:30 p.m.**

Presented in: Cantonese

Never Give Up

Wong Hin Ning Joey

(\*English title subject to change)

Spkr Lsn:

**4:30 p.m. – 5:30 p.m.**

Presented in: Japanese

How to Survive the Japanese Market from Here After

Takahiro Izuki

Naoyuki Kosaka

(\*English title subject to change)

Spkr Lsn:

**4:30 p.m. – 5:30 p.m.**

Presented in: English

Interpretation offered in: K ONLY

Limitless Potential

Sol Hicks

Spkr Lsn:

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## TUESDAY, September 1, 2020 (Continued)

4:30 p.m. – 5:30 p.m.

Presented in: Mandarin

Endless Secrets

Kwok Suet Ying

Min Rong

(\*English title subject to change)

Spkr Lsn:

4:30 p.m. – 5:30 p.m.

Presented in: English

Interpretation offered in: M ONLY

How to Effectively Leverage Social Media

Tara Clark

Spkr Lsn:

4:30 p.m. – 5:30 p.m.

Presented in: Hindi

Secrets of Social Media

Sukanta Singha Roy, CFC, FSS

Spkr Lsn:

4:30 p.m. – 5:30 p.m.

Presented in: Japanese

Interpretation offered in: T ONLY

What I Learned from MDRT to Grow My Business

Yasuhisa Kojima, TLC

(\*English title subject to change)

Spkr Lsn:

5:30 p.m. – 6:30 p.m.

DWTC-

**Appreciation Reception – Hosted by the**

**MDRT Executive Committee & Past Presidents**

(CLOSED EVENT - BY INVITATION)

9:00 p.m. – 10:30 p.m.

CD- Meeting Room 8 & 9

**PGA Best Worker Presentation**

## **OPEN EVENING FOR COMPANY AND NON-MDRT SPONSORED EVENTS**

# 2020 GLOBAL CONFERENCE

August 30 – September 2, 2020

Program Draft #2

March 5, 2020

## WEDNESDAY, September 2, 2020

**6:00 a.m.**  
CD- Ballroom A

**PGA Directors Breakfast**  
(CLOSED EVENT)

**7:00 a.m. – 7:30 a.m.**  
DWTC-

**Court of the Table Open Forum Rehearsal**

**7:00 a.m. – 3:00 p.m.**  
DWTC-

**Meeting App Kiosk Open**

**7:00am – 12:00pm**  
Special Guest Office  
DWTC-

**Special Guest Office Open Hours**

**7:30 a.m. – 3:00 p.m.**  
DWTC- Exhibit Hall 1-3

**Registration Open**

**7:30—7:50 a.m./8:00--8:20 a.m.**  
*DWTC Session Rooms*

**FOCUS SESSION REHEARSALS**  
(for Wednesday Sessions)

**8:00 a.m. – 9:30 a.m.**  
DWTC-

**Court of the Table Open Forum**  
(Ticketed Event – COT Members Only)

Language Tables:

**8:30 a.m. – 3:00 p.m.**  
DWTC- Exhibit Hall 1-3

**ConneXion Zone, MDRT Foundation Booth, & MDRT Store Open**

**9:00 a.m. – 10:00 a.m.**  
DWTC Session Rooms

**FOCUS SESSIONS #5**

**9:00 a.m. – 10:00 a.m.**  
  
Presented in: English  
Interpretation offered in: J

Discover Your Financial Blind Spots  
Mohamad Manmohan Abdullah, ChFC, CLU

Spkr Lsn:

**9:00 a.m. – 10:00 a.m.**  
  
Presented in: English  
Interpretation offered in: C, K

21st Century Sales Process  
Sanjay Tolani, PhD, MBA

Spkr Lsn:

**9:00 a.m. – 10:00 a.m.**  
Presented in: English  
Interpretation offered in: Hi, T

Myths About Financial Advice  
Hari Maragos, BBus, CFP

Spkr Lsn:

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## WEDNESDAY, September 2, 2020 (Continued)

**9:00 a.m. – 10:00 a.m.**

Presented in: Cantonese

Secrets to Creating the Best Customer Relationship for Successful Sales

Tso Kan Fiona

(\*English title subject to change)

Spkr Lsn:

**9:00 a.m. – 10:00 a.m.**

Presented in: Japanese

Marketing for Policy Holders that Withholds Population Decline

Osami Abukawa

(\*English title subject to change)

Spkr Lsn:

**9:00 a.m. – 10:00 a.m.**

Presented in: Korean

One Page Proposal

Young Il Lee

(\*English title subject to change)

Spkr Lsn:

**9:00 a.m. – 10:00 a.m.**

Presented in: Mandarin

Breakthrough Sales Ideas

Thian Lung Jong

(\*English title subject to change)

Spkr Lsn:

**9:00 a.m. – 10:00 a.m.**

Presented in: Mandarin

Tax Role in Wealth Planning for Multi-National, High-Net-Worth Groups

Wenxing Elton Wang

(\*English title subject to change)

Spkr Lsn:

**9:00 a.m. – 10:00 a.m.**

Presented in: Hindi

Enhance Your Leadership Brand

Hanumant Talwar

Spkr Lsn:

**9:00 a.m. – 10:00 a.m.**

Presented in: Thai

Echo Session - Thai Language

Kittiwat Pasitpongsakorn

Theerat Phuwapatrawekul

Pattaraporn Rattanaphirom

**10:00 a.m. – 10:30 a.m.**

**BREAK**

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## WEDNESDAY, September 2, 2020 (Continued)

**10:00 a.m. – 11:30 a.m.**

MP Hall  
DWTC- TCA & SSH 1-2

**Main Platform Speaker Rehearsals**  
(CLOSED EVENT)

**10:30 a.m. – 11:30 a.m.**

DWTC Session Rooms

**FOCUS SESSIONS #6**

**10:30 a.m. – 11:30 a.m.**

Presented in: English  
Interpretation offered in: C

Limitless Potential  
Sol Hicks

Spkr Lsn:

**10:30 a.m. – 11:30 a.m.**

Presented in: English  
Interpretation offered in: K, T

How to Effectively Leverage Social Media  
Tara Clark

Spkr Lsn:

**10:30 a.m. – 11:30 a.m.**

Presented in: English  
Interpretation offered in: Hi, J

Staffing Done Right  
Haidi Huang, ChFC, CLU

Spkr Lsn:

**10:30 a.m. – 11:30 a.m.**

Presented in: Cantonese

A Sustainable and Profitable Business  
Wave Chow, CFP, ChFC  
(\*English title subject to change)

Spkr Lsn:

**10:30 a.m. – 11:30 a.m.**

Presented in: Japanese

TBD (Original Speaker Cancelled)  
(\*English title subject to change)

Spkr Lsn:

**10:30 a.m. – 11:30 a.m.**

Presented in: Korean

Echo Session - Korean Language  
Eun Ji Lee  
Joo Young You

**10:30 a.m. – 11:30 a.m.**

Presented in: Mandarin

SPIN Advisory Sales Technique  
Meng Li  
(\*English title subject to change)

Spkr Lsn:

**10:30 a.m. – 11:30 a.m.**

Presented in: English  
Interpretation offered in: M ONLY

The Clock Presentation You Must Know  
Timothy Daniel Clairmont, MSFS, CFP

Spkr Lsn:

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## WEDNESDAY, September 2, 2020 (Continued)

10:30 a.m. – 11:30 a.m.

Presented in: Hindi

Referrals: The Lifeline of a Financial Advisor  
Jayprakash Sanjeev Shetty

Spkr Lsn:

10:30 a.m. – 11:30 a.m.

Presented in: Thai

Awaken the Power, Control the Mind, Achieve Happiness  
Prathuang Juymanee  
(\*English title subject to change)

Spkr Lsn:

12:00 p.m. – 2:00 p.m.

DWTC- Exhibit Hall 1-3

**ConneXion Zone/Sponsor Move-Out**

12:30 p.m.

MP Hall (Backstage - Green Room)  
DWTC-

**MP Speakers Lunch**  
(CLOSED EVENT)

12:30 p.m.

MP Hall  
DWTC- TCA & SSH 1-2

**Main Platform Doors Open**

12:30 p.m.

**Live Entertainment Begins**

1:00 p.m. – 4:00 p.m.

MP Hall  
DWTC- TCA & SSH 1-2

**MAIN PLATFORM**

*Presiders:* Peggy Tsai, RFP, CCFP and Regina Bedoya, CLU, ChFC

**BREAK (20 Min)**

Meeting Close & 2021 Singapore Promo

**ADJOURNMENT**

## THURSDAY, September 3, 2020 \*POST- MEETING\*

8:00 a.m. – 5:00 p.m.

DWTC- Hall 5

**ManuLife Full Day Session**  
(Closed Event)

11:30 a.m. – 12:30 p.m.

DWTC- Sheikh Rashid Hall F

**ManuLife Lunch**  
(Closed Event)