

# SMART CONFERENCE 2019

MAY 29 - MAY 31

## WEDNESDAY, MAY 29

- 10:30-4:30**    *The Basics:*  
Training for New(er) Advisors
- 6:00**            Advisor Welcome Dinner  
*Black Cow Fat Pig - 702 W Norfolk Ave*

## THURSDAY, MAY 30

- 8:30**            Welcome
- 8:45**            Barry LaValley  
The Retirement Advisor -  
Coaching Your Clients Through  
This Next Stage of Life
- 11:45**          Lunch  
*The Loft*
- 1:30**            Mark Zinder  
Righting Your Book
- 5:30**            Cocktails  
*Jared's House*
- 6:30**            Dinner  
*Jared's House*

## FRIDAY, MAY 31

- 8:30**            Multi Factor Authentication
- 8:45**            Justin Yost  
Scripts, Sketches, Stories, and  
Supplements
- 10:15**          Practitioner Panel:  
Bringing It All Together
- 11:45**          Final Comments
- 12:00**          Lunch

## LOCATION OF ALL SESSIONS

McMill Building (second floor)  
125 South 4th Street  
Norfolk, NE  
*(unless otherwise noted)*



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