



## DAC 150: FINANCIAL ADVICE AT THE CROSSROADS OF CHANGE

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# CANADA 150: FINANCIAL ADVICE AT THE CROSSROADS OF CHANGE





## AGENDA

### SUNDAY NOVEMBER 5<sup>TH</sup> REGISTRATION AND WELCOME EVENTS

<b>12:00 – 5:00 PM</b> <b>Hotel Lobby</b>	<b>REGISTRATION AT THE EVENT</b> Pick up your name badge and conference materials in the hotel lobby
<b>1:00 PM</b> <b>Depart Lobby</b>	<b>SUMMERHILL PYRAMID WINERY TOUR AND LUNCH</b> Arriving Early? Get right into the wine country at <a href="#">Summerhill Pyramid Winery</a> ! Enjoy the great local and creative cuisine of Summerhill's Sunset Organic Bistro overlooking beautiful Okanagan Lake <i>Advanced Sign up required.</i> <b>Itinerary:</b> 1:00 Depart the Delta Grand Resort 1:30 Summerhill Pyramid Winery Tastings 2:00 Summerhill Fabulous Two course lunch 3:45 Tantalus Vineyards – wine tastings 5:00 Drop off at the Delta Grand Resort
<b>6:00-7:00 PM</b> <b>Shuswap Room</b>	<b>DAC FIRST TIMER'S WELCOME RECEPTION</b> Calling all first-timers' at DAC! Please join us for this very special welcome celebration. West coast meets Prairie Folk meets central Canada meets East coast! The DAC is all about great education and great networking and we want to make sure you have chance to shine at both! This is a great way to become part of the DAC family, hosted by Knowledge Bureau's Sr. VP of Business Development, Al Jacks. <b>Dress: Business Casual</b>
<b>7:00-9:00 PM</b> <b>Shuswap Room</b>	<b>DAC OPENING RECEPTION:</b> <b>CELEBRATING TOP CANADIAN FINANCIAL PROFESSIONALS</b> Delicious Canadian cuisine & shoe-tapping music from all across our beautiful country will welcome you: This is your opportunity to meet, greet and build new relationships with the <b>DAC150</b> attendees, including our renowned speakers and educational partners from across Canada. You will also meet the winners of the <b>DAC Young Advisors Awards</b> and the esteemed graduates of the <b>Master Financial Advisor</b> and <b>Distinguished Financial Advisor Programs</b> . <b>Dress: Business Casual Your Hosts:</b> <div style="text-align: center;"> <p>Title Partner:</p>  <p>Program Director:</p>  </div>

## DAY 1: MONDAY NOVEMBER 6<sup>TH</sup>

### THEME: VISIONARY LEADERSHIP AT THE CROSSROADS OF CHANGE

7:00 – 7:45 AM Shuswap Room	<p>ENJOY THE SCRUMPTIOUS CANADIAN HOT BREAKFAST BUFFET EACH MORNING! For Attendees and Paid Guests</p> <p>Brought to you by:</p> 
 7:45 – 8:15 AM Okanagan Room	<p><b>WELCOME AND OPENING COMMENTS MASTER OF CEREMONIES</b></p> <p><b>MICK KELLY - MBA, CFP, PFP</b> Performance-orientated Financial Services Team Builder, Leader and Motivator</p>
 8:15 – 9:00 AM	<p><b>THE IMPACT HIGHWAY: A NEW VISION FOR ADVICE AT THE CROSSROADS OF CHANGE</b> <b>EVELYN JACKS, MFA, DFA-Tax Services Specialist, President &amp; Program Director</b></p> <p>Rarely has there been a more challenging, yet exciting era in the tax and financial services. Evelyn Jacks kicks off the DAC150 with her thesis on a new <i>Impact Highway</i> and shares ways to develop a new vision and passion for the dramatic economic, demographic and tax changes that will affect your clients the most in 2018 and beyond. She will make a compelling case for a new value proposition focused on leadership and collaboration. Why? The norms in tax planning for family businesses, pre-retirees and investors are changing and the news may not be good for your high net worth clients. In her easy-to-understand fashion, Evelyn will explain the longer-term effect of these changes and how to manage alternatives with stealth and professionalism. The strategy is to blend experience, mentorship, and a renewed commitment to excellence.</p>
 9:00 – 9:45 AM	<p><b>REGULATING TRANSFORMATIVE CHANGE: STATUTORY BEST INTEREST or FIDUCIARY OBLIGATION or MORE?</b> <b>THE REV. DN. PAUL K. BATES - M.T.S., FCPA, FCMA, CMC.</b></p> <p>As a member on the <b>Expert Committee to Consider Financial Advisory and Financial Planning Policy Alternatives</b>, Paul Bates has played a key role in concluding definitively that financial planning and the giving of financial advice should be regulated in Ontario, and in the process, has served as a key player in the crossroads of change. In this riveting session, he examines the role of the financial advisor at the crossroads of change: what is at stake from a regulatory point of view and more importantly how dramatic changes that are coming to the financial services industry will impact the framework within which advisor's work. Canadians looking for sound financial advice have more information than ever before, but more worries at the crossroads of change: privacy, what "truth" is, what kind of advice they need. Find out how to recalibrate your practice and build equity in response, one deep relationship at a time, to be the absolute go-to, most trusted advisor, no matter what is needed and despite transformative regulatory change.</p>

 <p><b>9:45 – 10:30 AM</b></p>	<p><b>PORTFOLIO MANAGEMENT: BUILDING STRATEGIC BALANCE AT THE CROSSROADS OF CHANGE</b>  <b>PHILIP PETURSSON, Chief Investment Strategist Manulife Investments</b></p> <p>What is “long term” investing at the crossroads of change? When is the housing bubble going to burst? Why are we predicting slow growth, post-Trump, when the numbers on the markets keep rising? Where is the yield for retirees? When will interest rates rise? These are questions your clients want answers to, as uncertainty reigns. Remaining calm is important: there is, in fact, room to build balanced portfolios. Find out why in this insightful presentation.</p> <p>Brought to you by title partner: </p>
<p><b>10:30-11:00 AM</b></p>	<p><b>MIMOSA BREAK</b>  <b>Test Your Financial Trivia Skills for a chance to win Great Prizes</b>  Brought to you by: </p>
 <p><b>11:00-11:45 AM</b></p>	<p><b>INNOVATE OR DIE: HOW “LEADAPRENEURS” ARE TRANSFORMING ECONOMIES</b>  <b>JAN BARTSCHT, Co-Founder Leadapreneur</b></p> <p>We are now living in the 4th age of digital disruption, with digitalisation radically and rapidly changing the business reality. In this brave new world, the traditional rules of success no longer apply. Leaders must transform their companies to find new paths. Those who transform fast enough are experiencing exponential growth whilst those who cannot are dead or dying. As “disruptive innovation” accelerates, only one question matters...<i>can you innovate fast enough to help your company and your clients revive their financial futures?</i></p> <p>Learn what disruptive innovation is, why it’s killing traditional companies and how managers can remain relevant by transforming themselves into agile digital innovators. “The “smart-creatives” are seeing the future by keeping disruption on their radar, and in the process helping clients affected by disruption. DAC Delegates will receive an exclusive “Innovate or Die” Online video course with 17 episodes of engaging animation from this innovative consultancy based in Malaysia.</p>
 <p><b>11:45 – 12:30 PM</b></p>	<p><b>FAKE NEWS AND THE WAR ON TRUST:</b>  <b>How a Focus on “Invested Clients” Can Help You Beat Disruption</b>  <b>KIRK LAPOINTE, VP Audience &amp; Business Development at Business in Vancouver.</b></p> <p>The media today is challenged by disintermediation: the elimination of the “middleman” in providing much-needed services. As a result, professional journalists have had to reconsider their role with their audience; this against a backdrop of grave risk to what can be trusted. Is this true of the financial services as well? To what extent has each industry been complicit in its own demise? Is it too late to turn things around?</p> <p>While the “democratization” of a multiplicity of services in today’s era of disruption has resulted in a weakening of trust, there has also been a boomerang effect: the rise of outstanding specialists and authorities who provide deep and important expertise. But who will pay for that?</p>



## DAC150 – DAY 1 LMN: LAUGH, MAKE NEW FRIENDS AND NETWORK!

<p><b>1:00- 4:00 PM</b> <b>Depart Lobby</b></p>	<p><b>DAC150 - CELEBRATE CANADA’S WINTER PASSION: A CURLING FUNSPIEL!!!</b></p> <p>Network with other attendees as you enjoy lunch and a fun afternoon of curling at the Kelowna Curling Club! No need for experience, we will have instructors on hand to teach you the basics. There will be teams and a funspiel style tournament including prizes. <i>Advanced Sign up required</i></p> <p><b>KELOWNA CURLING CLUB</b> Itinerary:</p> <p>1:00    Depart the Hotel walk to Curling Rink  1:15    Lunch: Lasagna, Salad, Buns  2:00    Curling Instruction and tournament  4:00    Return to the Delta Grand Resort</p>
<p><b>5:15 – 10:00 PM</b> <b>Depart Lobby</b></p>	<p><b>DAC150 - PRIVATE WINE AND FOOD PAIRED CULINARY CLASS AT MISSION HILL FAMILY ESTATE</b></p> <p>Designed for both the novice cook and culinary connoisseur, Chef prepares classic dishes in their state-of-the-art Culinary Theatre where they readily share their expert knowledge about ingredients and techniques that are essential to the creation of great food. From kitchen staples to epicurean curiosities, come and enjoy their passion and craft. Each three-hour session is interactive, informative and delectable. <i>Advanced Sign up required</i></p> <p>Itinerary:</p> <p>5:15    Meet in Lobby  5:30    Depart the Delta Grand Resort  6:00    At Mission Hill Family Estate: cellar tour, private wine &amp; food paired culinary class &amp; meal  9:00    Depart Mission Hill Family Estate  9:40    Drop off at the Delta Grand Resort</p>
<p><b>7:00 PM</b> <b>Meet in Lobby</b></p>	<p><b>DAC150 – OPTIONS - DINNER AT BNA</b></p> <p>If you didn’t sign up for the Mission Hills Winery Dinner and would still like to go out for dinner with other DAC Attendees, sign up for the Dinner at BNA – a great local brewpub located within walking distance of the Delta.</p>

<b>DAY 2 TUESDAY NOVEMBER 7<sup>TH</sup></b> <b>THEME: BUILDING WEALTH UNDER RAMPANT CHANGE</b>	
<b>7:00 – 7:45 AM</b> <b>Shuswap Room</b>	<b>ENJOY THE SCRUMPTIOUS CANADIAN HOT BREAKFAST BUFFET EACH MORNING!</b> <b>For Attendees and Paid Guests</b>  These sessions brought to you by: 
 <b>7:45 – 7:50 AM</b> <b>Okanagan Room</b>	<b>GUEST MASTER OF CEREMONIES</b> <b>DEAN COCKELL, MFA Manager, Portfolio Strategies</b>
 <b>7:50 – 8:30 AM</b>	<b>THINKING BIGGER: ALTERNATIVE INVESTMENT SOLUTIONS FOR BETTER INFORMED CLIENTS</b> <b>DANIEL POPESCU, President And CEO, Harbourfront Wealth Management</b>  The number 1 issue facing advisors today is the stewardship of wealth for high net worth clients. Managing risk includes a hard look at the right investment fit. For some discerning clients, private equity can be an important addition, with a new opportunity for diversification against risks like currency fluctuations, inflation and taxes. Expertise in this area may also provide advisors with a new strategic differentiator, as well as above average growth.
 <b>8:30 -9:15 AM</b>	<b>PAIN FREE PROSPECTING:</b> <b>STEPS TO RECREATING YOUR WORLD CLASS PRACTICE</b> <b>DAN COLLISON, B.A., CFP, TEP Regional Director, Investors Group</b>  If your “here” is someplace you don’t want to be, or your “there” is undefined, you may simply be stuck, and losing ground. Refocusing on your sustainable competitive advantage can be a game changer. But just how do reinvigorate your business plans – especially your prospecting efforts – into well-orchestrated, easy to implement, step-by-step processes? To take on this quantum leap requires a critical decision: <i>can I grow a business that has market value?</i> Learn to turn a significant corner towards maximum impact in your business relationships from the acclaimed author of <i>The Financial Advisor’s Guide to Excellence: Becoming a World-Class Practitioner</i> (Carswell, 2015), instructor of the Personal Financial Management course in the MBA Program, at Schulich School of Business, and Regional Director with Investors Group.
 <b>9:15 – 10:00 AM</b>	<b>THE TFSA: A POWERFUL TOOL FOR HNW RETIREMENTS</b> <b>SANDY AITKEN, President &amp; CEO M-Link Mortgage Investment Corporation</b>  CRA is looking to collect <a href="#">\$75 Million</a> in taxes and penalties on mistakes investors are making in their TFSAs. It’s a good time to discuss the legitimate rights to investment diversity within the TFSA. One of them is the use of Structured Mortgage Investments, especially for retirement savings. Learn a new strategy for restructuring the entire family balance sheet to bind RRSP, RRIF, and LIRA savings together with TFSA(s) using a “Personal Mortgage” investment structure to facilitate the transfer of registered assets into Tax Free Savings with no tax leakage. The result is a tax- free retirement. For wealthier clients who do not need RRIF income in their own lifetime, the TFSAMaximizer strategy can also efficiently transfer RRIF assets into the TFSAs of children and adult grandchildren. There is no more powerful tool for retirement or estate planning than the TFSA when invested strategically. Learn how in this interesting session. Brought to you by: 



 <b>10:00 – 10:30 AM</b>	<p><b>PLANNING FOR FUTURE HEALTH CARE NEEDS</b>  <b><i>GORD MURRAY, Director, Value-Add Programs, AGF Investments Inc.</i></b></p> <p>Canadians today are living longer than any generation in history. However, with that comes the following reality: more and more of your clients may be faced with declining health challenges. How many of them have planned for that ‘What if’ day should they get sick?</p> <p>From housing and finances, to family and planning, it is becoming increasingly difficult for Canadians to manage through all of these issues. As their advisor, you have an opportunity to help them by bringing up the discussions and proactively planning earlier in your meetings. In this important session, think about the crucial decisions your clients</p>
<b>10:30-11:00 AM</b>	<p><b>MIMOSA BREAK</b>  <b>Test Your Financial Trivia Skills for a chance to win Great Prizes</b>  Brought to you by: </p>
 <b>11:00-11:45 AM</b>	<p><b>DISTRACTION IN THE INSURANCE INDUSTRY:  HOW TO THINK LIKE A DETECTIVE AND REDEFINE THE CUSTOMER EXPERIENCE</b>  <b><i>TODD HYNES, VP Sales, ivari</i></b></p> <p>If you are serious about being successful in the insurance industry going forward, it’s time for <b>Big Change</b>. The prescriptive sales process just doesn’t work anymore; neither does the current trend in client segmentation. In this bold session, you’ll understand why the insurance industry has been focused on the wrong things and what’s really driving opportunity. You will learn the secrets to re-igniting your referral network and how to once again become the driving force for important risk management that families are missing out on. What’s the new way? Hint: learn to think like a detective – investigate, document and formulate!</p> <p>Brought to you by: </p>
   <b>11:45 – 12:30 PM</b>	<p><b>DEEPEN CLIENT ENGAGEMENT:  INNOVATIVE PRACTICES FROM AWARD WINNING ADVISORS</b>  <b><i>BRAYDON SCULLY, SR. VP Investment Platform Division &amp;  DOUG NELSON, President, Nelson Financial Consultants</i></b></p> <p>In this outstanding session, you will be inspired by top peers including this years’ winner Doug Nelson who are running their business in a more innovative and exciting way by deepening client engagement to drive their success. Their award-winning energy and experience will leave you refreshed and excited, too as Moderator and Innovator Braydon Scully draws out the inspiration in their accomplishments. Braydon whose extensive experience in the investment industry as a Mutual Fund Analyst and as an IIROC Branch Manager at one of the major Canadian Investment dealers, has uniquely prepared him to understand and work with firms to further the distribution and utilization of managed Investment solutions in their businesses</p> <p>Brought to you by: </p>



## DAC150 – DAY 2 AFTERNOON: MORE OPPORTUNITIES TO LAUGH, MAKE NEW FRIENDS AND NETWORK!

**A FREE AFTERNOON TO MIX AND MINGLE and JOIN YOUR NEW FRIENDS EXPLORING KELOWNA OR GETTING YOUR DAC150 COSTUMES READY! (SEE NEXT PAGE)**



**1:00 – 3:00 PM  
Boucherie Room**

### **DISTINGUISHED ADVISOR WORKSHOP: NEW LEADERSHIP SERIES LEAN INTO CHANGE - HOW TO BE A LEADAPRENEUR!**

**A Special Working Lunch For Knowledge Bureau DAC Alumni, Graduates & Designates:  
EARN 3 ADDITIONAL CE CREDITS**

**WITH JAN BARTSCHT & JESSICA MACIAS, Co-Founders Leadapreneur**

Join **Jan and Jessica, the original Leadapreneurs** who have joined us from their home base in Malaysia for this exclusive opportunity to learn more about passionately leaning into change. This in-depth workshop will help you embrace a culture of change and innovation in your organization and revitalize your strategic vision for your business. Challenge your leadership skills. Learn how to:

- Be a bold and visionary disruptor
- Change your culture and lead your circle of influence towards transformative change
- Understand new spheres of entrepreneurship, innovation and how women in business can be engaged and empowered to achieve their career goals
- Learn a scientific approach to explaining disruption
- Hear experiential case studies and detailed real-world examples

This workshop is a special event for DAC Sponsors, DAC Alumni and Knowledge Bureau graduates and designates with special guest passes for aspiring business builders. *Advanced Sign Up Required.*

Sponsor: **DEAN COCKELL, MFA, Manager Portfolio Strategies**



**5:00 – 6:00 PM  
Boucherie Room**

### **THE GRADUATE CHAMPAGNE RECEPTION**

**For MFA/DFA-Specialist Designation Graduates and Undergraduates: By-Invitation-Only Event!**

**EXCLUSIVE EDUCATIONAL PARTNER AND CO-HOST:  
DEAN COCKELL, MFA, Manager Portfolio Strategies**

This champagne reception honors the achievement of MFA™ & DFA-Tax and Bookkeeping Specialist Designations™. Both grads and under-grads of these prestigious programs are invited to come and applaud about their peers' achievements, share stories and hear what's coming up for them at Knowledge Bureau.





## DAC150 – GALA

### JOIN OUR COMEDY AND MUSICAL EXTRAVAGANZA: FANTASTIC CANADIAN TALENT AND A MUSICAL JAM FEATURING STARS OF THE FINANCIAL SERVICES

Our Final night Gala will take place in a unique venue, an old apple packing plant! The Laurel Packing House is located down the street from the hotel and is a unique location that highlights the area's history. You'll enjoy fabulous cuisine – a sit down dinner featuring flavors of the region and fabulous entertainment. We will top it all off with our own DAC150 garage band. **Dress: Go all out in your favorite Canadian Theme or simply wear something stunning in red and white!**

#### SPECIAL GUEST PERFORMERS:

##### FROM LOS ANGELES: AISHA ALFA

Originally from Winnipeg, Aisha has a long list of performance credentials including the Just For Laughs Comedy Festival in Montreal, being an NBC Stand Up Finalist in LA, performing at the Break Out Comedy Festival in Chicago. She has also been seen on such television shows as Deglassi: The Next Class, The Beaverton and most recently filmed an episode of Criminal Minds. She is a Canadian Comedy Award Nominee, a MB Distinguished Women nominee and a TEDx speaker.

##### FROM PETERBORO, ONTARIO: RECORDING ARTIST KIM POLLARD

Vocalist/Composer Kim Pollard from Napanee Ontario, has been performing R&B music for 30 years. As lead singer for the Kim Pollard Band, her influences range from Motown, Blues to Gospel music. Her band, has been twice nominated for the International Blues Challenge, Memphis Tennessee; Kim is also a recipient of the Canadian All Star Female Jazz Vocalist of the Year award.

Pollard has written and recorded two albums, entitled "Surrender" and "Wonder". The latter, joined by musicians David Marquee and Henry Spinetti, familiar for their work with Eric Clapton. Currently, the band is working toward a third album, as they prepare for several dates in 2017, to include the Limestone Bluesfest in Kingston Ontario and Southside Shuffle in Mississauga Ont.

A show not to be missed, a vocal never forgotten.

##### FROM REGINA, SASKATCHEWAN: DAN INNES

Dan Innes is a Hip Hop artist from Regina, Saskatchewan who rhymes under the name 'ThatmanDan'. He has been writing rhymes and rapping them since he was 11 years old, out loud and with others since he was 15. Dan's life has featured a wide array of experiences which he draws from to describe universal themes to others through his unique style of individual expression. Dan currently lives in Regina where he works for a non profit youth agency. He has two beautiful children aged 7 and 5 who make his life better each day and happily lives in the same Cathedral area he grew up in.

6:30 -7:00 PM

Cocktails




7:00 – 10:30 PM







Dinner and  
Entertainment

Laurel Packing  
House



**DAY 3 WEDNESDAY NOVEMBER 8<sup>TH</sup>****THEME: STEWARDSHIP - RELATIONSHIPS IN THE CROSSROADS**

<b>7:00 – 7:45 AM</b> Shuswap Room	<b>ENJOY THE SCRUMPTIOUS CANADIAN HOT BREAKFAST BUFFET EACH MORNING!</b> For Attendees and Paid Guests  These sessions brought to you by:  <b>Knowledge Bureau®</b> Excellence in Financial Education
<b>7:45 – 7:50 AM</b> Okanagan Room	<b>GUEST MASTER OF CEREMONIES</b> <b>MICK KELLY - MBA, CFP, PFP</b>
 <b>7:50 – 8:35 AM</b>	<b>EXTREME KNOWLEDGE: NEW TAX MATTERS FOR HNW CLIENTS WITH PRIVATE CORPORATIONS</b> <b><i>KIM MOODY, Director, Canadian Tax Advisory Moodys Gartner Tax Law LLP</i></b>  Recent tax changes which have clamped down on traditional planning with corporate owner-managers and professionals. They must be understood to bring “extreme knowledge” to your best clients. Why? Because family wealth is under unprecedented attack from rising taxes and this gives you the opportunity to sharpen up your value proposition. In this informative session, find out how complex tax reform proposals that are poised to affect planning for clients with small business corporations, professional practices, and U.S. assets.  Then reflect on your important role in deciphering the impact of these changes. Extreme knowledge makes good business sense. Stand out against your key competitors in the cross roads of change, where the new mantra is simple: no value proposition; no survival.
 <b>8:35-9:15 AM</b>	<b>HOW TO BE A HIPSTER:</b> <b>CREATE MORE AND BETTER BUSINESS BY BECOMING ANNOYINGLY AUTHENTIC.</b> <b><i>AISHA ALFA, Comedian and Life Coach</i></b>  Are you fluent in the present? Everything is convenient and in abundance online, and the world is moving away from bricks and mortar and 3-piece suits to online check-outs. We may even think that Knowledge Authorities, like professional advisors, will become obsolete soon. But the opposite is true! Today’s Hipsters do want financial advice, just not from their Dad or Mom! Now is the time to rediscover how your unique skills, interests, talents and experience beyond the financial industry can help you better relate and a trustworthy and essential part of the new generation of money makers. In this entertaining session, find out to “get more real” about your WHY and HOW, better understand who you want to work with and who you don’t, and lean into your uniqueness and authenticity as a branding technique.

   <p><b>9:15 – 10:00 AM</b></p>	<p><b>YOUNG ADVISORS PANEL - WIRED TO DO THE RIGHT THINGS: REPLACE ROBOTS WITH HUMANS</b></p> <p><b>BARBARA FOY-PILCHNER</b> -VP, National Accounts Manulife Investments  <b>JOSEPH ALFIE</b>, B.Com., CFP Myriad Private Wealth/HollisWealth  <b>JONATHAN EARLE</b>, B.Sc., PEng, MBA, CFP®, CIM® Bell Financial/Manulife Securities</p> <p>Barbara Foy-Pilchner, Vice President, National Accounts, Manulife Investments, is joined by this year's recipients of the <b><i>Distinguished Young Advisors Award</i></b> – Jonathan Earle and Joseph Alfie - who will challenge DAC delegates to think deeply about the Financial Advisory Services of the Future from the view of an Under 40 Advisor with their thesis: Replace Robots with Humans to build your business to the next level by doing more of the right things.</p> <p><b>BROUGHT TO YOU BY:</b></p> <div data-bbox="332 590 1081 657">  And  </div>
 <p><b>10:00 – 10:30 AM</b></p>	<p><b>INDUSTRY 4.0 ARTIFICIAL INTELLIGENCE: THE REAL NEWS ON THE IMPACT OF A.I. ON YOUR WORK</b>  <b>MALCOLM MCRAE</b>, IT Director, Vale</p> <p>Unlike the Industrial Revolution and the computer revolution, the A.I. Revolution is not just taking certain jobs (artisans, personal assistants who use paper and typewriters) and replacing them with other jobs (assembly-line workers, personal assistants conversant with computers). Instead, it is poised to bring about a wide-scale decimation of jobs — mostly lower-paying jobs, but some higher-paying ones, too.</p> <p>These changes will dramatically affect the demand for the advice you give now –from investment choices and the tax impact of severance packages, for example - and more importantly, on retirement planning and the stewardship family wealth from one generation to the next. Learn insights that will help you answer questions and promote strategic discussions with your clients: What happens to people? What's their role? How do they make money? How do this invest and save? Consider how these changes will be the impetus to improve the quality of advice professionals give and in the process, their value proposition.</p>
<p><b>10:30-11:00 AM</b></p>	<p><b>MIMOSA BREAK</b>  <b>Test Your Financial Trivia Skills for a chance to win Great Prizes</b>  Brought to you by:</p> <div data-bbox="591 1585 899 1654">  </div>

 <p><b>11:00-11:30 AM</b></p>	<p><b>EMBRACING THE CROSSROADS OF CHANGE: PORTFOLIO MANAGEMENT PERSPECTIVES FROM A BAY STREET VETERAN DR. MICHAEL GRAHAM</b></p> <p>What a future we have in Canada! Babies born today are the luckiest in all of history. The wonder of change in our safe and secure country is positioning Canada positively in the global economy. Find out why Canada is so “investable” from a veteran of Bay Street who started analyzing the markets in 1963! Having seen many business and economic cycles, Dr. Michael Graham will reassure you that over 150 years the markets have and will sort things out – and why proven disciplines like balance, diversification and quality will more than ever deliver the superior longer-term returns today’s investors should be confidently aspiring to. Find out why your clients will want to embrace our heightening world attraction in this insightful session.</p>
 <p><b>11:30-12:15 PM</b></p>	<p><b>EMBRACING YOUR LEADERSHIP POTENTIAL: ONWARD ENTHUSIASTICALLY IN AN INCREDIBLE ERA OF CHANGE BLAKE GOLDRING, CEO &amp; Chairman, AGF Management Ltd.</b></p> <p>As Chairman and CEO of AGF Management Ltd. Blake Goldring has been in a leadership role for one third of the company’s 60 years. In that time, he has forged growth and expansion of the business through numerous business cycles, recessions, financial crises and enormous growth in this session he will share his perspectives on the current state of global turmoil and bring important context to the future of financial advice at the crossroads of change.</p> <p>BROUGHT TO YOU BY: </p>
 <p><b>12:15-12:30 PM</b></p>	<p><b>CONFERENCE CLOSE: TAKING IT TO THE STREET</b></p> <p>Announcing the Winner of the Free Attendance Draw - DAC 2018 and closing comments from the Programming Director, Founder and President of Knowledge Bureau, Evelyn Jacks.</p> <p>BROUGHT TO YOU BY: </p>
	 <p><b>DAC150 – DAY 3 AFTERNOON: LAST OPPORTUNITIES TO LAUGH, MAKE NEW FRIENDS AND NETWORK!</b></p>
<p><b>1:30- 4:00 PM</b> <b>Depart from Hotel Lobby</b></p>	<p><b>KNOX MOUNTAIN PRIVATE HIKING TOUR &amp; BOXED PICNIC LUNCH</b></p> <p>The hike takes about 2 hours at leisurely pace as it leads to eventually reach the upper lookout. The local and knowledgeable Guides are happy to help you explore the area, teach you about the flora, fauna and history of our homeland. Be sure to bring your camera, the views are spectacular! <i>Advanced Sign Up Required</i></p> <p><b>Itinerary:</b></p> <ul style="list-style-type: none"> <li>1:30 Depart the Delta Grand Resort</li> <li>1:45 Gourmet picnic lunch &amp; Guided Hike.</li> <li>4:45 Depart Knox Mountain</li> </ul>