

Thursday 20th September		
		MC DAY 1 - Andrew Rowan and Angela Martyn
8:00 AM	8:15 AM	REGISTRATION & NETWORKING
8:15 AM	8:30 AM	WELCOME & INTRODUCTION FROM PRESIDENT
8:30 AM	8:45 AM	3 X 5 MINUTE PRACTICE PRESENTATIONS
8:45 AM	9:00 AM	3 X 5 MINUTE PRACTICE PRESENTATIONS
9:00 AM	9:15 AM	COMPLIANCE
9:15 AM	9:30 AM	THE ROYAL COMMISSION AND CURRENT POLITICAL LANDSCAPE: Tony Virtue - Virtue & Partners
9:30 AM	9:45 AM	TBC : ASIC, FPA & AFCA
9:45 AM	10:00 AM	
10:00 AM	10:15 AM	MORNING TEA
10:15 AM	10:30 AM	3 X 5 MINUTE PRACTICE PRESENTATIONS
11:00 AM	11:15 AM	3 X 5 MINUTE PRACTICE PRESENTATIONS
11:15 AM	11:30 AM	CLIENT MANAGEMENT: Michael Harrison - Peloton Partners
11:30 AM	11:45 AM	Creating and articulating your unique client value proposition
11:45 AM	12:00 PM	Successful client segmentation models
12:00 PM	12:15 PM	Fee pricing models and common issues with migrating to the new fee structure
12:15 PM	12:30 PM	THE BENEFITS OF DEVELOPING A NICHE PRACTICE: Michelle Tate-Lovery - Unified Financial Services
12:30 PM	12:45 PM	LUNCH
12:45 PM	1:00 PM	LUNCH
1:00 PM	1:15 PM	LUNCH
1:15 PM	1:30 PM	3 X 5 MINUTE PRACTICE PRESENTATIONS
1:30 PM	1:45 PM	3 X 5 MINUTE PRACTICE PRESENTATIONS
1:45 PM	2:00 PM	BUSINESS GROWTH: Paul Robson - Macquarie Group
2:00 PM	2:15 PM	HARNESSING THE POWER OF PERSONALISATION - THE PROPENSITY REPORT
2:15 PM	2:30 PM	(Turning clients into advocates)
2:30 PM	2:45 PM	
2:45 PM	3:00 PM	AFTERNOON TEA
3:00 PM	3:15 PM	USING NEWSLETTERS AS A MARKETING TOOL: Corin Jacka - Priority 1 Wealth Management Group
3:15 PM	3:30 PM	HOW TO BUILD STRONG REFERRAL RELATIONSHIPS: Wayne Roggero - Strategic Solutions Australia
3:30 PM	3:45 PM	HOW TO EFFECTIVELY MARKET VIA MEDIA: Delma Newton - Total Portfolio Management
3:45 PM	4:00 PM	3 X 5 MINUTE PRACTICE PRESENTATIONS
4:00 PM	4:15 PM	KEY NOTE SPEAKER: David Misson - Elite Performance Manager - Melbourne Football Club
4:15 PM	4:30 PM	KEY NOTE SPEAKER: David Misson - Elite Performance Manager - Melbourne Football Club
4:30 PM	4:45 PM	KEY NOTE SPEAKER: David Misson - Elite Performance Manager - Melbourne Football Club
4:45 PM	5:00 PM	KEY NOTE SPEAKER: David Misson - Elite Performance Manager - Melbourne Football Club
5:00 PM	5:15 PM	WRAP UP & HOUSEKEEPING
5:15 PM		NETWORKING
	6:00 PM	NETWORKING
6:00 PM	10:30 PM	DRINKS & DINNER: Drinks from 6pm, Roving Entertainment and Dinner to follow

Friday 21st September		
		MC DAY 2 - TBC
8:00 AM	8:15 AM	ARRIVAL & NETWORKING
8:15 AM	8:30 AM	WELCOME TO DAY 2
8:30 AM	8:45 AM	3 X 5 MINUTE PRACTICE PRESENTATIONS
8:45 AM	9:00 AM	3 X 5 MINUTE PRACTICE PRESENTATIONS
9:00 AM	9:15 AM	TECHNOLOGY: Technical Experts to share insights and participate in a panel discussion on:
9:15 AM	9:30 AM	1) tools to help small advisory practises work more efficiently and expand the services they offer to clients
9:30 AM	9:45 AM	2) challenges to the business of small advisory practises that may arise from new technologies used by existing and new
9:45 AM	10:00 AM	competitors, and self-directed investors
10:00 AM	10:15 AM	Glen Boyes - GM Wealth Solutions Xplan/IRESS
10:15 AM	10:30 AM	Chris Ridd - CEO myprosperity
10:30 AM	10:45 AM	Joel Robbie - CEO Nod
10:45 AM	11:00 AM	MORNING TEA
11:00 AM	11:15 AM	3 X 5 MINUTE PRACTICE PRESENTATIONS
11:15 AM	11:30 AM	3 X 5 MINUTE PRACTICE PRESENTATIONS
11:30 AM	11:45 AM	USING TECHNOLOGY TO IMPROVE BUSINESS EFFICIENCY: Andrew Rowan - Andrew Rowan Wealth Mgmt
11:45 AM	12:00 PM	USING A PARA PLANNING SERVICE: Leigh Jobling - Tag Financial Group
12:00 PM	12:15 PM	THE BENEFITS OF AN ADVISORY BOARD: Phillip Win - Profile Financial Services
12:15 PM	12:30 PM	3 X 5 MINUTE PRACTICE PRESENTATIONS
12:30 PM	12:45 PM	LUNCH
12:45 PM	1:00 PM	LUNCH
1:00 PM	1:15 PM	LUNCH
1:15 PM	1:30 PM	BFP AGM
1:30 PM	1:45 PM	SUCCESSION: Stephen Prendiville - Forte Asset Solutions
1:45 PM	2:00 PM	Industry update
2:00 PM	2:15 PM	Building value into your practice
2:15 PM	2:30 PM	Structuring your business for sale & the sale process
2:30 PM	2:45 PM	BUILDING A SUCCESSION PLAN INTO YOUR BUSINESS: Brent Giles - Kennas Financial Services Pty Ltd
2:45 PM	3:00 PM	THE EXPERIENCE OF SELLING A BUSINESS: Tony Gillet - Retirewell Financial Planning
3:00 PM	3:15 PM	WRAP UP & HOUSEKEEPING
3:15 PM	3:30 PM	AFTERNOON TEA & NETWORKING
3:30 PM	3:45 PM	NETWORKING
3:45 PM	4:00 PM	NETWORKING
4:00 PM	4:15 PM	NETWORKING
4:15 PM	4:30 PM	NETWORKING
4:30 PM	4:45 PM	NETWORKING
4:45 PM	5:00 PM	ROOM VACATED