



BFP Conference 2023

Inspire & Evolve

Thursday 23 March - Friday 24 March
Marriott, Brisbane



THURSDAY, 23 MARCH 2023

Time	Program
8.30	REGISTRATION & NETWORKING COFFEE
9.00	WELCOME <i>Noel Lord, Master of Ceremonies: Opening Comments</i>
9.05	OFFICIAL OPENING AND AGM <i>David Murdoch, BFP President</i>
9.30	FPA/AFA MERGER UPDATE <i>Sarah Abood, FPA</i>
10.00	MORNING TEA
10.30	BUSINESS TRANSITION <i>John Collins, Black Pearl PC</i> <p>This session will offer insights into some of the key aspects of growing financial advice businesses through mergers and acquisitions. It is designed to help you, the financial professional, lean into your own experience of change and come away with a deeper understanding of the challenges and opportunities you face each time life pivots. John will share the challenges his clients faced and the benefits they experienced along the journey.</p>
11.00	PANEL SESSION - BUSINESS TRANSITION <i>Angela Martyn, John Collins, Phillip Win, Angus Hordern and Ian Donaldson</i>

12.00	LUNCH
13.00	<p>MAXIMIZING EFFICIENCY IN AN ADVICE BUSINESS: STRATEGIES AND TECHNIQUES FOR SUCCESS</p> <p>Lana Clark, Elixir Consulting</p> <p>A business is operating at maximum efficiency when the business owner is squeezing the greatest value out of their resources, maintaining a great culture and delivering exceptional client service. This session will focus on the biggest inefficiencies in an advice business and what you can do to fix them. Lana Clark will cover strategies and techniques that you can implement to increase efficiency and get you thinking about some key performance indicators to track your steps to success. Using real life examples on some success stories and some disasters to illustrate the impact of efficiency improvements and why it's more important than ever to prioritize efficiency as a part of your business plan and regular operating rhythm.</p>
14.00	<p>PANEL SESSION – PRACTICE MANAGEMENT</p> <p>Lana Clark, Anne Graham, Nathan Baker, Brent Giles, Neil Kendall</p>
15.00	AFTERNOON TEA
15.30	<p>INSIDE AFCA IN 2023</p> <p>Dr June Smith, AFCA</p>
16.30	<p>KEYNOTE PRESENTATION – BRAVERLY IMPERFECT: HOW TO LIVE COURAGEOUSLY IN AN UNCERTAIN WORLD</p> <p>Sheila Vijayarasa, Author, Keynote Speaker, Mentor & Spiritual Teacher</p> <p>During her keynote, Bravely Imperfect, Sheila V will discuss why perfectionism is a universal issue and how we overcome it. She will show you how to flourish after a crisis and how to lead through mistakes and corporate detours. Finally, how to master a brave mindset and lead with courage. Bravely Imperfect is the new paradigm of leadership.</p>
17.30	FREE TIME
18.00	CONFERENCE DINNER

FRIDAY 24, MARCH 2023

Time	Program
8.15	NETWORKING COFFEE
8.45	WELCOME & DAY 1 WRAP UP
9.00	KEYNOTE PRESENTATION Noel Lord, Founder, Care360 <i>Changing Mindsets: Tips to develop a Cultural Growth Mindset for your Business and Life</i> In this session Noel Lord will show us the difference between a Fixed Mindset and a Growth Mindset and the benefits you get from progressing to a growth mindset and uncover a new world of possibilities that can empower you to greater accomplishments.
10.00	MORNING TEA
10.30	CLIENT ENGAGEMENT – THE PURSUIT OF MASTERY Baz Gardiner, The Social Adviser Baz will cover the science of pricing and use real world case studies derived directly from Australian Advice firms and empower the audience to make impactful changes to their engagement model and have direct impact to their bottom line. This however will be a session to challenge you, as the most important component of mastering client engagement first happens in the minds of Advisers. Client engagement is more important than any other aspect of an Advice business, yet it is the least developed or focused on component.
11.30	PANEL SESSION - CLIENT ENGAGEMENT Olive Maragna, Marissa Broome and Leigh Joblings
12.15	LUNCH

13.15

PANEL SESSION: DEMONSTRATING VALUE IN THE MODERN WORLD

With Michael Back, Human to Human

14.15

KEYNOTE PRESENTATION – YOUR TIME IS NOW – MAKING 2023 A GREAT YEAR

Simon Madden, Speaker, Facilitator, Coach, Trainer

Simon Madden has an insightful outlook on what it takes to be successful and stay successful. He played 378 games for the Essendon Football Club and was State and Club Captain, played in two premiership teams and has been inducted into both the Essendon and the AFL Hall of Fame. Simon will discuss key insights on motivation and small yet impactful actions to enhance your life.

15.15

CONFERENCE CLOSE, AFTERNOON TEA & NETWORKING