

CICS-Q4 Agenda

Friday, November 3, 2017

8:30 – 9:00

Gather, welcome and introductions

9:00 – 10:15

Non-Guaranteed Elements in NY before Reg. 210

10:15 – 10:30

BREAK

10:30 – 12:00

Regulation 210: a deep dive

12:00 – 1:30

LUNCH, informal discussions and networking

1:30 – 2:30

Hot topics and common objections on annuities

2:30 – 2:45

BREAK

2:45 – 3:45

Hot topics and common objections on life insurance

3:45 – 5:00

Individual 15 minute consultations with Cailie (scheduled in advance)