



DAY ON THE HILL & SALES SUMMIT 2017

March 22nd & 23rd — Nashville, TN

Action is the Gateway to Knowledge and Success - Come Learn, Grow and Succeed!!! We are building off our 2016 success and you don't want to miss it!

On **March 22 & 23, 2017**, **Action is the Gateway to Knowledge and Success and Protecting our Profession** are the keys of our **Day on the Hill and Sales Summit!** This is an event not to be missed. Featuring a world class line-up of speakers, there is absolutely no way you leave this conference without powerful ideas and concepts that will help you grow your career, increase your income, and provide an even better service to your clients. The event will be held at the Hilton Garden Inn Vanderbilt—Nashville. Registration for this event will be available soon - watch your email for details. Or, soon you can register on our website: www.naifatn.org



**Hilton Garden Inn—Vanderbilt
1715 Broadway, Nashville**



John W. Wheeler, Jr. CFP, CLU, ChFC, CRPC, LUTCF
Whole Life As An Asset Class Compared With Real Property

John is Executive Vice President of Water Tower Financial Partners, LLC of Chicago. He is a registered principal and financial advisor with MML Investors Services, LLC (MMLIS). John has an extensive background in the financial services industry dating back to 1969.

He is a well-known speaker in the financial services industry and various Bar Associations and has been quoted in many financial publications.

He discusses and compares the advantages and disadvantages of real property and whole life insurance. After the presentation, you will agree that whole life is certainly the eighth wonder of the world and is unique as an asset class. It is a way of showing whole life for what it does instead of what it is.

Normally, life insurance appears confusing, but the average individual feels they have a reasonable understanding of real property and mortgages. This session will take away the mystery of whole life to the consumer, by understanding it's only an installment acquisition of an asset.



Coach Michael Burt

Get motivated and inspired by Super Coach Michael Burt. Coach Burt has quickly become one of the most sought after motivators and business coaches in the world. He is a renowned motivator and business coach. Coach Burt has become the go-to business coach for aggressive-minded companies and individuals in competitive and saturated markets who want to achieve new levels of success. Find out how to grow your business with the proven strategy, systems and accountability of Championship Coach Michael Burt. Don't miss this opportunity to make 2017 your best year ever!



Juli McNeely, LUTCF, CFP, CLU—*No Necktie Needed*

Does someone else define and measure success for you? Shouldn't you decide what gives your life purpose? You are a highly valued part of an industry that lets you use the skills and attributes that come naturally to you. Juli will share her experiences of two decades as a financial advisor and owner of McNeely Financial Services, Spencer, Wisconsin. ***No Necktie Needed*** will show you that the sky is the limit!



Paul Dougherty, LUTCF, FSS, HIA NAIFA President

Paul Dougherty is the National President of NAIFA (National Association of Insurance and Financial Advisors) and has been in the insurance and financial services field for twenty five years representing **State Farm Insurance**, the last nineteen as an Agent in Hyattsville, Maryland. He is a passionate advocate for the insurance industry in general, and the role of the agent specifically.

Throughout his career, Paul has actively engaged in training producers, educating clients, as well as advising regulators and legislators about the value of the products and services designed to help consumers recover from the unexpected. Paul speaks to audiences and organizations around the country about the key role producers play in the industry and the need to assist clients in preparing for their financial future.