



Agenda

Wednesday 20th October

12noon – Casual lunch
1.00pm – Conference opening
1.15pm – Main platform speaker
2.30pm – Afternoon tea
3.00pm – Ask the Prospecting Experts
4.30pm – Concurrent workshops
5.30pm – Finish
6.00pm – Pre dinner drinks
7.00pm – Dinner
8.00pm – After dinner entertainment

Thursday 21st October

8.00am – Breakfast session
9.00am – Partners programme
9.00am - Welcome
9.15am – Main platform speaker
10.15am – Morning tea
10.30am – Successful prospecting in related industries (Concurrent workshops)
12.45pm - Summary
1.00pm – Lunch
2.00pm – Afternoon activity programme
6.00pm – Pre dinner drinks
7.00pm – Black tie dinner (incorporating Academy Awards)
8.30pm - After dinner entertainment

Friday 22nd October

8.00am – Breakfast session
9.00am - Welcome
9.15am – Closing speaker
10.15am – Conference summary
10.30am – Conference close

Extend your Stay?

We have negotiated for you to extend your stay at the Millennium Hotel in picturesque Queenstown at the discounted rate that applies to the conference. Why not take the extra couple of days following the conference (Labour weekend) to further enjoy this fantastic location?



Prospecting for GOLD

“Fundamentals are right down to earth. And one fundamental is: You have to make calls. Nothing happens until you make a call. It’s that fundamental!”

Ben Feldman

Why the 2010 TNP Conference?

CONNECTING YOUR BUSINESS TO THE RESOURCES YOU NEED...

Following on from our successful inaugural conference in 2009, this year's conference is once again based on three key principles:

1. Maximise opportunities for advisers to learn from their peers,
2. Provide opportunities for advisers to network, and
3. Have fun learning in a supportive, interactive environment

EDUCATION CREDITS

The TNP conference qualifies for eight unstructured continuing education hours.

Prospecting for Gold

WHY PROSPECTING?

The nature of financial service products, and risk products in particular, means that they tend to be sold rather than bought. Therefore the skill of prospecting is fundamental to success in our industry.

But over the last two decades this skill has been either forgotten or ignored by too many advisers. Consequently advisers are spending too much time servicing the decreasing needs of their existing (and ageing) clients at the expense of new business opportunities.

We have selected the theme "Prospecting for Gold" to signify a shift in industry thinking towards renewing the focus on prospecting. A compliant business process will enable you to practice as an adviser post 2010 but your skill in prospecting will determine the long-term success of your business.

The evidence is irrefutable. If you want to create a vibrant, highly successful adviser business you must first crack the prospecting nut. This conference brings together proven prospecting strategies in a three-day action packed format.

LEARN FROM YOUR PEERS

TNP conferences are characterised by the emphasis on creating interactive workshops and seminars focused on creating opportunities for you to learn from other advisers. Our workshops, breakout seminars and the highly valued "Ask the Experts" sessions are all presented by advisers.

CONFERENCE PAYMENT

- EARLY BIRD REGISTRATION - \$400
(OTHERWISE \$550)
- ACCOMMODATION AT THE MILLENNIUM HOTEL, QUEENSTOWN - \$165 PER NIGHT
- GO ONLINE TODAY TO BOOK YOUR TRAVEL
"THE EARLY BIRD CATCHES THE WORM!"
WWW.AIRNEWZEALAND.CO.NZ
WWW.JETSTAR.CO.NZ



JEFF & HELEN GOLDSWORTHY

"Of the many facets we enjoyed about the TNP conference last year, the strongest was the fact all of the break out sessions were run by advisers for advisers about what works well for them in their businesses. The value of swapping ideas and successes is phenomenal"

DAVID COONEY

"Exceptional conference. Best industry conference I have attended in many years with great speakers talking on relevant topics. Social agenda was excellent also. A must attend for 2010."

PARTNER'S PROGRAMME

We recognise the important role that partners play in our business. The conference programme enables partners to attend the business seminars, workshops and the social functions in addition to the structured partner programme on day two.

SOCIAL FUNCTIONS

Our conference programme is designed to provide plenty of opportunities for members to gain from the informal networking and sharing of ideas that occurs during social functions.

REGISTER NOW

<http://members.tnpnz.co.nz/TNP2010ConferenceRegistration/tabid/252/Default.aspx>

DERRICK ABBOTT

The TNP Conference of 2009 was one of the most outstanding adviser events I have ever attended. The particular focus on how to go about my business and the very hands on practical applications provided have added tremendously to the operational efficiency and success of our business. It empowered us to deal with the current changes within the industry.