

Making our mark

2022 IG APEX SUMMIT
SEPTEMBER 20 - 22

2022 IG Apex Summit – Virtual Agenda

Eastern Time (Ottawa)		TUESDAY, SEPTEMBER 20							
2:15 – 4:30 p.m.		General Session 1*							
4:30 – 5:30 p.m.		Gatherly Networking							
Eastern Time (Ottawa)		WEDNESDAY, SEPTEMBER 21							
11:15 a.m. – 1:15 p.m.		General Session 2*							
1:15 – 2:00 p.m.		Gatherly Networking							
2:00 – 3:00 p.m.	SI* HYBRID	HYBRID	Assistant Session Assistant Spotlight – Proven Practices Cendra Beaton & Rachel Gallant 15	FRENCH	Practice of the Future Nick Shields, Annamaria Testani, Christine Van Cauwenberghe, Gaetan Ruest & Grace Warren 17	FRENCH	Ethical Practices in Financial Planning Christine Van Cauwenberghe & Michael Naval 19	FRENCH	FRENCH HYBRID
	Segmentation: Narrow your Focus, Increase your Results Erin Wilson & Nathan Giesbrecht 1	Insurance Strategies for Estate Planning Ty Wehrenberg, Scott Syrja & Pierre Senecal 2		Assistant Session Pleins feux sur les adjoints et adjointes – Pratiques éprouvées Steffie Laliberté & Mélanie Philion 16		La pratique de l'avenir Nick Shields, Annamaria Testani, Claude Paquin, Gaetan Ruest & David Cloutier 18		Éthique de la planification financière Josée Maure & Diane Ouedraogo 20	Gérer une entreprise numérique efficace Violaine Friset, Stéphane Thibeault, Kevin Laroche, Jean-Philippe Lauzon & Jean-Francois Laforme 5
	Break			90 mins		90 mins		90 mins	90 mins
3:00 – 3:30 p.m.									
3:30 – 4:30 p.m.	SI* HYBRID	HYBRID		FRENCH		FRENCH	FRENCH HYBRID		
	Marketing Essentials to Drive Real Results Ray Sclafani, ClientWise 6	The Anatomy of Growth: Preparing Your Value Proposition for Evolving Client Needs Matt Chambers, PriceMetrix 7	Assistant Session Increase your efficiency through Advisor Portal Tracy Szarko 21	Assistant Session Gagnez en efficacité dans le Portail des conseillers Violaine Friset 22	Optimizing your practice with Investment Portal Mike Jack & Shirley Jones Paley 23	Optimiser votre pratique grâce au Portail des placements Louis-Philippe Lemay & Pascal Lefebvre 24	Anatomie de la croissance : Préparer votre proposition de valeur pour les besoins en constante évolution des clients Mitch Chénier, PriceMetrix 10		
4:40 – 6:25 p.m.		General Session 3*							
Eastern Time (Ottawa)		THURSDAY, SEPTEMBER 22							
11:00 a.m. – 12:00 p.m.	SI* HYBRID			HYBRID			FRENCH HYBRID		
	Making your Mark: Driving Growth and Peak Performance Ryan Estis 11			Be The Spark: Five Platinum Service Principles for Creating Customers for Life Simon T. Bailey 12			Les investissements et la consommation des ménages canadiens entre pandémie et crise climatique – S'en sortir! Jacques Nantel 14		
12:10 – 1:45 p.m.		General Session 4*							

*Session presented in English with French Simultaneous Interpretation (SI)