

## 2023 Distribution Conference

### *Breakout Session Track Grid*

		Agency Building	Multi-Line	Independent Producer	Brokerage	Direct-to-Consumer	Financial Management
<b>Wednesday</b> 4:00-5:00 p.m. <b>Roundtable Sessions</b>	1. Results-Driven Recruiting: Inclusivity Makes a Difference	◆	◆	◆	◆	◆	◆
	2. Serving the Underserved	◆	◆	◆	◆	◆	◆
<b>Thursday</b> 11:00-11:45 a.m.	3. Generating Growth: Teaming Up for Success	◆					◆
	4. Meeting Customer Needs: A Conversation With Purposeful Agents		◆			◆	
	5. Evolving Strategies for Successful Wholesaler Teams			◆			◆
	6. DTC: Seizing the Opportunity					◆	
1:00-1:45 p.m.	7. Advisor Onboarding Reimagined	◆					
	8. Addressing Mental Fitness in Financial Services		◆			◆	
	9. Long-Term Rising Rates: A New Frontier for Many			◆			◆
	10. Mergers and Acquisitions: Go or No-Go				◆		◆
<b>2:00-3:00 p.m.</b> <b>Roundtable Sessions</b>	11. Integrating Wealth Management and Insurance: A Unified Experience	◆	◆	◆	◆	◆	◆
	12. The New Financial Professional: Overcoming the Financial Barrier to Entry	◆	◆				◆
	13. Digital or In-Person: Meeting Consumers' Post-Pandemic Needs		◆			◆	
<b>Friday</b> 8:30-9:15 a.m.	14. Essential Field Leadership for Sustainable Growth	◆	◆				
	15. The Evolution of Underwriting			◆	◆	◆	
	16. Digital Distribution: Empowering the Agent to Meet Customer Expectations		◆			◆	◆

■ — Session content developed by this program committee

◆ — Content relevant to this constituency