

OCT 1	12:00pm-5:00pm	REGISTRATION Vancouver Convention Centre East Building Convention Level Lobby							
	7:00pm-9:00pm	WELCOME RECEPTION Fairmont Hotel Vancouver - BC Ballroom							
OCT 2	6:45am-7:45am	DISCOVER IIROC BREAKFAST East MR 8 & 15							
	6:45am-7:45am	GROUP BREAKFAST East Exhibit Hall A							
	8:00am-9:50am	GENERAL SESSION East Ballroom AB							
	9:50am-10:35am	SPEED MEETING / REFRESHMENT BREAK East Exhibit Hall A							
	10:35am-12:15pm	GENERAL SESSION (Continued) East Ballroom AB							
	12:15 p.m. - 1:15 p.m.	GROUP LUNCH East Exhibit Hall A		FIRST TIME ATTENDEES & PILLAR PLATINUM LUNCH East MR 8 & 15					
		EAST BALLROOM C	EAST MR 1-3	EAST MR 11 & 12					
	1:15pm-2:45pm	CONVERTING FRIENDS, FAMILY, AND SOCIAL ACQUAINTANCES INTO CLIENTS Sarano Kelley1	BUILDING THE TOMORROW BUSINESS Penny Phillips2	RISE TO THE TOP Eszylfie Taylor3					
	2:45pm-3:30pm	SPEED MEETING / REFRESHMENT BREAK East Exhibit Hall A							
	3:30pm-5:00pm	CONVERTING FRIENDS, FAMILY, AND SOCIAL ACQUAINTANCES INTO CLIENTS Sarano Kelley4	BUILDING THE TOMORROW BUSINESS Penny Phillips5	RISE TO THE TOP Eszylfie Taylor6					
	7:00pm-10:00pm	GROUP EVENT East Ballroom AB							
OCT 3		GROUP BREAKFAST East Exhibit Hall A							
		ED TRACKS							
		EAST BALLROOM C	EAST MR 1-3	EAST MR 8&15	EAST MR 11&12	EAST MR 18			
	8:30am-8:45am	PLANNING FOR U.S. TAXPAYERS LIVING IN CANADA AND SELECTED CROSS-BORDER ISSUES Mariska Loeppky (90 min)19	PLANNING FOR OWNER MANAGED BUSINESSES IN THE NEW CORPORATE TAX ENVIRONMENT PT.1 Aurèle Courcelles & Blair Evans (3 hours)11	GAMMA AND THE EVOLUTION OF DIGITALLY ENABLED ADVICE Gaetan Ruest & Ted Clark (90 minutes)8	CLIENT ACQUISITION PLANNING: WORKING THROUGH AND COMPLETING OUR CAP DOCUMENT Jason Locke & Claudia Dostal (90 minutes)27	Regional Directors ONLY TALENT ACQUISITION IDEATION WORKSHOP: ATTRACTING QUALITY TALENT WITHIN YOUR NETWORK PT.1 C.Thibeault, L. Ritchie, M. Marcello, L. Varricchione, D. Rumeo, C. Myles, A. Spakowski (180 minutes)33			
	8:45am-9:00am								
	9:00am-9:15am								
	9:15am-9:30am								
	9:30am-9:45am								
	9:45am-10:00am								
	10:00am-10:15am	NETWORK EXCHANGE / REFRESHMENT BREAK							
	10:15am-10:30am	East Exhibit Hall A							
	10:30am-10:45am								
	10:45am-11:00am	MANAGED SOLUTIONS: WELCOME TO THE NEW AGE! Scott Waugh, Nathalie Godbout & Blackrock Asset Management (60 min)15	PLANNING FOR OWNER MANAGED BUSINESSES IN THE NEW CORPORATE TAX ENVIRONMENT PT.2 Aurèle Courcelles & Blair Evans	SOCIAL MEDIA BEST PRACTICES FOR ADVISORS Max Tremblay & Layla Selick, Hootsuite (60 min)17	SALES SUCCESS IN KEY SEGMENTS & MARKETS Judy Morfitt (60 min)29	Regional Directors ONLY TALENT ACQUISITION IDEATION WORKSHOP: ATTRACTING QUALITY TALENT WITHIN YOUR NETWORK PT.2 C.Thibeault, L. Ritchie, M. Marcello, L. Varricchione, D. Rumeo, C. Myles, A. Spakowski			
	11:00am-11:15am								
	11:15am-11:30am								
	11:30am-11:45am								
	11:45am-12:00pm								
	12:00pm-12:15pm	GROUP LUNCH							
	12:15pm-12:30pm	East Exhibit Hall A							
	12:30pm-12:45pm								
	12:45pm-1:00pm	OPEN FOR BUSINESS (OWNERS) PT.1 Mike Thomas, Duane Bentley, & Peter Kortenaar (2 hours)22	PRIVATE CORPORATIONS - FINANCIAL ANALYSIS AND PFP Jack Courtney & Richard Reif (90 min)23	THE MAESTRO PORTFOLIOS TURN THREE! Host IG Investments, featuring Les Grober (60 min)20	OUR COMPETITIVE ADVANTAGE INTHE HNW MARKET IS IN OUR DNA Claude Paquin, Carl Thibeault & Nicholas Shields (90 min)28				
	1:00pm-1:15pm								
	1:15pm-1:30pm								
	1:30pm-1:45pm								
	1:45pm-2:00pm								
	2:00pm-2:15pm								
	2:15pm-2:30pm	NETWORK EXCHANGE / REFRESHMENT BREAK							
	2:30pm-2:45pm	East Exhibit Hall A							
	2:45pm-3:00pm	OPEN FOR BUSINESS (OWNERS) PT.2 Mike Thomas, Duane Bentley, & Peter Kortenaar	TEAMING: WHICH OPTION IS RIGHT FOR ME? Jody Maw, Mike Kalinka Darlene Oudot, Ryan Quinn Keith Yewchuk (60 min)16	KNOWLEDGE CIRCLE Client Acquisition (75 min)21	WORKING IN THE TAX FREEZE ZONE Greg Parent, Canada Life (60 min)38				
	3:00pm-3:15pm								
	3:15pm-3:30pm								
	3:30pm-3:45pm								
	3:45pm-4:00pm								
	4:00pm-4:15pm								
	4:15pm-4:30pm								
	4:30 PM	DEPARTURES							