



Investments Products Presents Variable Annuities: Expanding Boundaries

ADDRESSING THE NEEDS OF OUR INVESTMENT ADVISORS BY PROVIDING THE TOOLS TO TACKLE 2821

Tuesday, Oct 14 th <i>Room M302</i>	3:50 – 4:40 PM	Variable Annuity Benefits & the Senior Client
	4:50 – 5:40 PM	Variable Annuities & the Baby Boomer: America Speaks Out on Retirement
Wednesday, Oct 15 th	9:00 – 9:50 AM	Confessions of an Actuary
	10:00 – 11:50 AM	Annuity Sales Techniques of Multi-Million Dollar Producers
	2:15 – 4:05 PM	Income Strategies Made Simple: Protecting Your Clients' Retirement Assets
Thursday, Oct 16 th	8:00 – 8:50 AM	Living Benefit Gymnastics
	9:00 – 9:50 AM	FSC/ACC Top Variable Annuity Advisor Panel
	1:00 – 2:50 PM	Demystifying 2821
	3:00 – 3:50 PM	The Great Debate: Income Benefits versus Withdrawal Benefits
	4:00 – 4:50 PM	Bullet-proof Your Practice: Suitable Variable Annuity Sales

Refer to conference agenda for additional details

Unless noted all sessions take place in rooms M106 & M107