



GLOBAL PACIFIC
FINANCIAL SERVICES LTD.

Development Series Module 3A- Prospecting

Submitted by Rica Zara on April 28, 2022 - 5:02pm

**Upcoming Events
Across B.C. Region**

GREATER VANCOUVER KOOTENAY VANCOUVER ISLAND THOMPSON OKANAGAN

Advocis >

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Join us on Tuesday, May 10, 2022, at 8:30 A.M. (PDT) for Module 3A of the Practice Development series. **Module: Prospecting**
Register Early!
Register Now
The Vancouver spots are limited and will be on a first-come, first-served basis. Available spots are limited and will be on a first-come, first-served basis. Development series, focusing on skills and knowledge that newer advisors need to be successful. The modules are delivered in two parts by
Please note that registration for this event will close on May 8, 2022, at 11:59 P.M. PST. You will receive a pre-workshop and mentor the

Development Series

Hosted by Advocis Vancouver Island Chapter:

- Module 1A: Business Planning: March 8, 2022
- Module 1B: Business Planning/Mentor Input: March 15, 2022

- Module 2A: Marketing: April 12, 2022
- Module 2B: Marketing/Mentor Input: April 19, 2022

- **Module 3A: Prospecting: May 10, 2022**
- Module 3B: Prospecting/Mentor Input: May 17, 2022

Hosted by Advocis Greater Vancouver:

Source URL: <https://trusts.ca/en/bulletin/advocis/2022/04/development-series-module-3a-prospecting>

- Module 4A: Engagement: September 13, 2022
- Module 4B: Engagement/Mentor Input: September 20, 2022

- Module 5A: Discovery: October 11, 2022
- Module 5B: Discovery/Mentor Input: October 18, 2022

- Module 6A: Needs Analysis: November 8, 2022
- Module 6B: Needs Analysis/Mentor Input: November 15, 2022

Hosted by Advocis Greater Thompson Okanagan:

- Module 7A: Advice Delivery: December 6, 2022
- Module 7B: Advice Delivery/Mentor Input: December 13, 2022

- Module 8A: Fine Tuning your Financial Advisory Practice: January 10, 2023
- Module 8B: Fine Tuning your Financial Advisory Practice/Mentor