



GLOBAL PACIFIC
FINANCIAL SERVICES LTD.

Development Series Module 3B- Prospecting(Mentor Session)

Submitted by Rica Zara on May 13, 2022 - 12:00am



Join us on Tuesday, May 17, 2022, at 8:30 A.M. (PDT) for Module 3B of the Practice Development series. **Register Early!** **Register Now**

The Vancouver Island chapter 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. Modules are delivered in two parts by **3B Prospecting (Mentor Session)** **Module Three: Prospecting**

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:

- **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

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