LCPLFA Presents "A Common Interest Meeting" Member Only Event

Double Your Sales: Learning to Apply Story-based Selling to Your LCP First Meetings

LCPLFA invites you to participate in a special, customized group workshop especially for attorneys/professionals who practice Life Care Planning Law. Participants will learn how to implement the "Double Your Sales" process – particularly as it relates for LCP 1st Meetings - in a format that allows us to focus on the specific issues and unique situations you face.

The workshop is open to attorneys, ECCs and other staff that regularly participates in the First Meetings that are designed to sell Life Care Plans, as long as they are employed by or associated with LCPLFA member-firms in good standing.

When: Friday, November 3, 2017- 8:00 am – 5:00 pm
Saturday, November 4, 2017 – 8:00 am – 1:00 pm

Reg Fee: $475.00 per participant* Includes workbook & certificate of attendance
In addition to meeting breaks, cont breakfast and lunch on Fri & Sat

Where: **Hilton Orlando** – 6001 Destination Pkwy Orlando, FL 32819
thehiltonorlando.com - $169 + tax per night

Registration Deadline: September 30, 2017 | *Seating is limited to the first 24 paid registrants.*

About Trainer:
Scott Farnsworth, Esq., CFP, President, SunBridge, Inc
Harmony, FL

Scott Farnsworth is the founder and President of SunBridge, Inc. SunBridge is the national leader in practical and affordable training, tools, and support for financial advisors, estate planners, and philanthropic professionals. Scott believes that profound joy and fulfillment come from understanding clients' stories and helping them tell the rest of their story with elegance, grace, and love. He thrives on working with financial advisors, estate planners, and philanthropic professionals who yearn to make a more meaningful difference in the lives of those they serve. At SunBridge, his goal is to help them to do so.

Scott became a professor of business law at the University of Southern Mississippi in Hattiesburg and then worked as the head of the Trust Department for a community bank in Brookhaven. During that time, Scott earned the Certified Financial Planner designation. While Scott continues to work with his own high-end client families, he and his company, SunBridge, have become renowned for developing the processes, the tools, and the support systems that allow caring advisers to address the deepest issues in their clients' and donors' lives.

Over the years, Scott has become a popular and sought-after speaker, storyteller, workshop facilitator, and coach. He has authored three books and a slew of professional articles and workbooks. He is actively engaged in a wide variety of organizations in the philanthropic, estate planning, and financial advisory communities. He is widely respected for his practical wisdom, his innovative tools and training, and his commitment to supporting the professional development of his colleagues.

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REGISTRATION

The program is for attorneys only. The registration fee of $475 includes a workbook, certificate of attendance, breaks, Continental breakfast on Friday & Saturday and Lunch on Friday. Seating is limited to the first 24 registrants. Registrations are taken on a first-come-first-paid basis.

November 3-4, 2017/Hilton Orlando – Florida
Registration Deadline: September 30, 2017

Law Firm:____

Attendee: ____________________ Nickname (for Badge): ____________

Address: ____

City/State/Zip:____________________________________

Phone: ____________________ Fax:____________________

E-mail:____

CC#: ____________________ SEC Code____________________

Name on CC: ____________________ Exp Date____________________

[ ] I have a special need or dietary request. Please contact me. Please include check payable to LCPLFA and mail before registration deadline for your selected session to: Pamela Carlson c/o The Carlson Group, LLC/897 E Tanque Verde #309-125 Tucson AZ 85749. You may also fax/email your intent to: 814/286-3953 / E-Mail: admin@lcplfa.org