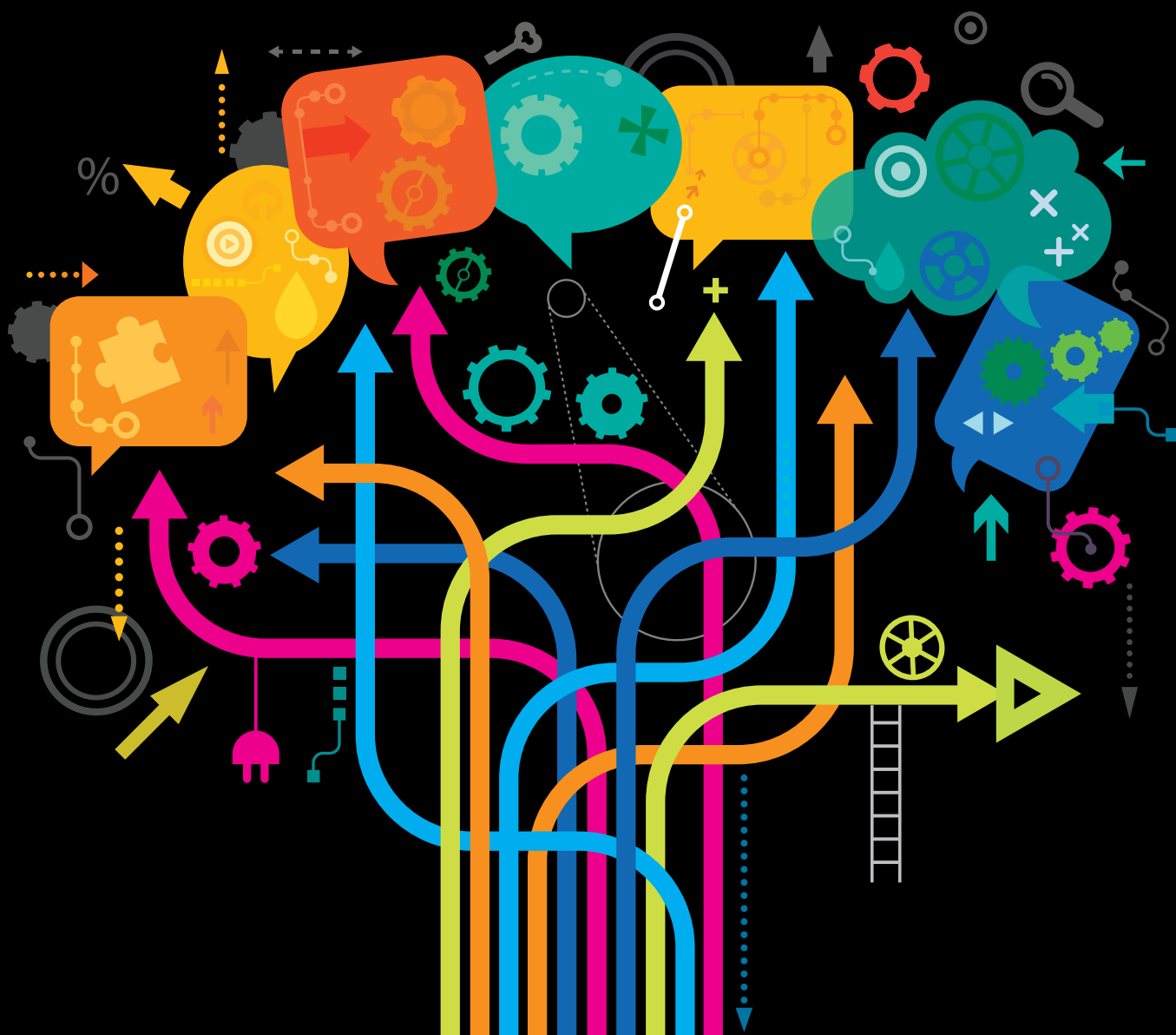




A NEW ERA IN PROSPECTING



7 - 8 NOVEMBER 2013 | PULLMAN HOTEL | AUCKLAND





CONTENTS

Welcome from Jeff.....	1	Pricing.....	6
NZFAA Conference.....	1	Accommodation.....	6
Agenda.....	2	Registration Form.....	7
Speakers.....	3	Hotel Registration Form.....	9
Afternoon Activities.....	4		

Thanks to our Platinum Sponsor:



Thanks to our Gold Sponsor:



THE IMPORTANT STUFF YOU NEED TO KNOW

- Qualification period:
1 July 2012 – 30 June 2013.
- Qualifying API must be written with either Fidelity Life, Partners Life, Asteron, OnePath or Tower.
- Registrations close 18 October 2013 and will not be extended. No late registrations will be accepted.
- Registration prices include attendance at all conference sessions, Wednesday evening welcome function, Thurs afternoon activity programme, Thurs evening function, Fri evening Awards Dinner, morning/afternoon teas and lunch on Thurs/Fri.
- Accommodation/breakfast/transport costs are additional.
- All figures quoted are including GST.
- We recommend you register early at the early bird rate to make sure you get the best price possible. Payment is required on registration for early bird. Refunds will be made to all those who earn over \$50,000 API during the qualification period after 31st July.
- Registrations and accommodation must be paid in full on registration.
- Registrations are refundable prior to 30th September 2013 less an admin fee of \$15 per person/registration refunded.
- Registrations cannot be refunded after 30th September 2013.
- Attendance at the conference may qualify for unstructured CPD entitlements. We will issue a certificate of attendance following the event which you may use for your records as required.
- To register, please visit **www.tpnz.co.nz/conference** or fill in the attached form.

WELCOME FROM JEFF

The TNP Conference is now known as the “must attend” event in the financial services calendar. Each year we put together a stellar line-up of international and topic-expert speakers and a practical workshop programme that will give you the opportunity to really ‘get inside’ a variety of core topics and take away a fantastic range of new ideas and skills. This year is not different as you’ll come away with all sorts of practical tips and ideas you can implement straight away to grow your business.

Our international keynote speaker is Matt Oechsli from the USA who is a specialist in the art of prospecting. This is a skill that can change the results you get in your business in a very short time. This is why it is a crucial topic for our conference this year and one that you need to hear first-hand. Don’t miss this opportunity as Matt is doing two keynote presentations that will provide tools to improve your business.

Again we have squeezed in our popular offsite activity programme and three brilliant dinner events including the TNP new Awards Dinner using a new format. These events will give you the chance to interact with your fellow associates in a relaxing and FUN atmosphere! It’ll be a jam-packed couple of days out of the office, but we guarantee they’ll be well-spent.

Have a think about bringing along your practice manager or admin staff too! There’ll be a lot of useful and practical content to help get them more organised and motivated so they can assist you better... and this will be a great way of making sure your whole team is really on the same page for taking your business to the next level.

The TNP conference is a great opportunity to learn how to build a value-driven advice business in the regulated environment, at the same time as networking and building relationships with peer advisers,

insurance providers and other industry suppliers, as well as your own team.

We’ve negotiated great accommodation rates for conference delegates to stay onsite at the Pullman Hotel, so you can make the most of your time away from the office with other delegates and avoid the Auckland traffic at the same time... not to mention have a luxury break away from home too!

Even if you’re located in Auckland, we encourage all attendees to consider taking up this fantastic offer to ensure we can all make the most of the evening and that everyone gets home safely!



NZFAA CONFERENCE

The inaugural NZFAA conference will be held on 6th November 2013, the day before the annual TNP Conference. It will include a series of structured CPD sessions with a common theme: The advice value propositions. The conference will comprise of 4 interactive sessions designed to challenge your thinking and get you questioning your own advice value proposition. Adviser services are constantly under threat

from alternative distribution models, technology, regulation and negative stories in the media. With this as a backdrop, understanding, believing in and being able to articulate your value proposition to clients and prospective clients is more important today than it has ever been. In fact, it is critical for your business survival. Come learn, discuss and debate with other advisers in a collegial environment.

PRICING:

NZFAA Member: \$99

Non NZFAA Member: \$199





AGENDA

Day one: Thursday 7 November

Time	Session
8.30am – 9.45am	Registrations
10.00am – 10.20am	Conference Opening and Welcome: Jeff Page
10.20am – 11.20am	Keynote Speaker: Matt Oechsli
11.20am – 11.50am	Morning Tea
11.50am – 1.20pm	Ask The Experts: with various topic experts leading 3x25-minute rotation elective sessions
1.20pm – 1.30pm	Lunch: Pick up and takeaway on activities
1.30pm – 5.30pm	Afternoon Activities
6.30pm – 11.30pm	Thursday Evening Dinner Function

Day two: Friday 8 November

Time	Session
8.45am – 9.00am	Arrival Tea & Coffee
9.00am – 9.15am	Welcome: Jeff Page
9.15am – 10.15am	Keynote Speaker: Cath Vincent
10.15am – 10.45am	Morning Tea
10.45am – 12.15pm	Concurrent Workshops: Tony Vidler, Terry Dixon, Matt Oechsli, Trevor Slater
12.15pm – 1.30pm	Lunch – Sponsors prize draws
1.30pm – 2.15pm	Keynote Speaker: Lynley McMillan
2.15pm – 3.00pm	Panel Discussion: Matt Oechsli, Tony Vidler, Dave McMillan, Trevor Slater
3.00pm – 3.30pm	Afternoon Tea
3.30pm – 4.30pm	Closing Speaker: Matt Oechsli
4.30pm – 5.00pm	Conference Close: Jeff Page
7.00pm – 7.30pm	Pre-dinner Drinks
7.30pm – 11.30pm	Awards Dinner

SPEAKERS



MATT OECHSLI

Join Matt Oechsli as he shares how Elite Advisors attract, service and develop loyal affluent clients –based on ten years of research on affluent investors and Elite Advisors. You will learn how the affluent make major purchase decisions, what they want from financial professionals, and what factors into their loyalty. You will learn which marketing tactics work for Elite Advisors and how they manage their businesses. This program is sure to have an impact on your business. Matt joins us from the US, where he is the founder and President of The Oechsli Institute, an organization that specializes in the affluent consumer.



CATH VINCENT

For over 20 years Cath Vincent has been inspiring business leaders and sales people to learn the tools of change that will revolutionise their personal effectiveness. Now Cath is here to inspire you and make your life easier! Imagine never making another 'cold call'. Find out how to perfect the part of your role that will bring you the most sales. Cath Vincent will show you how – by adopting a simple process, applying one missing ingredient and using a skillset everyone has – you can achieve a much fuller ongoing sales pipeline.



LYNLEY MCMILLAN

Lynley is a corporate psychologist who specialises in the Law and Accounting sectors. She has over twenty years consulting experience with Partners, boards, chief executives, and directors. Lynley's Ph.D. is in workplace psychology, and the majority of her professional work focuses on workplace relationships and career strategy. Lynley's approach to business is action-focused, strengths-based, and aimed to help people find sustainable solutions to the issues they face. Join Lynley as she talks you through the Psychology of Call Reluctance. This session will aid in giving you the practical steps to manage and overcome the fear of contacting people.



TONY VIDLER

Tony has been working in the NZ financial services industry in advisory and management capacities since June 1990. With a strong belief in personal and professional development Tony has been in relentless pursuit of more knowledge and better practices, and the sharing of that knowledge. With a unique look at how engagement marketing can help your existing customers and new prospects love you better, together with the right tactics to ensure you are positioned to be valued every step of the way in your engagement, this session will give you practical ideas you can use to make more money and increase the value of your business.



TERRY DIXON

Terry Dixon has worked in the financial services industry for forty years, both as an adviser and a highly successful agency manager. Terry has a passion for working with Advisers to assist them to grow their business and maximize their income by obtaining good quality referrals. During the past twelve months Terry has personally coached a small number of advisers who have significantly increased their incomes by using his "Profitable Prospecting" methods and processes. This session will detail two processes, that when successfully implemented, will enable you to drown yourself with quality referrals.



TREVOR SLATER

Do some or many of your leads not result in sales? Are you sure your client understands what they are getting? Is your client really hearing what you are saying? Do you feel sometimes your messages aren't getting through? In this advanced fun and interactive communication session, Trevor Slater will show you skills to ensure your messages are being received and understood and explain how to identify the signs of the 'time space' your client is in and how to act accordingly to increase your sales success. Trevor Slater is a highly qualified and experienced commercial mediator and negotiator, so his knowledge is invaluable.



AFTERNOON ACTIVITIES

RAINBOWS END:

New Zealand's largest theme park promises all the thrills you can handle with a host of fun activities and world class rides. There is something for everyone, spin vertically and horizontally, suspended 18m high on the Power Surge, be trapped in a runaway mine cart and Fear Fall 18 storeys at 82 kilometres an hour! Defy gravity on New Zealand's only corkscrew roller coaster or ride the Log Flume with its dramatic water chute plunge. You'll be fully entertained at Rainbow's End. **Limited to: 30 attendees**



AUCKLAND HARBOUR BRIDGE CLIMB:

With unparalleled access to the Auckland Harbour Bridge, this is not just the most unique Auckland attraction, this is the only Bridge Climb in all of New Zealand. Put another way, you've simply gotta do it! AJ Hackett Bungy provides the only walking access onto this Auckland landmark, complete with your very own tour guide to share with you the Bridge's colourful secrets and amazing architectural features, as well as point out some of the best Auckland sights. **Limited to: 20 attendees**

AUCKLAND HARBOUR CRUISE:

Cruise the sparkling waters of Auckland's beautiful Waitemata Harbour in the Hauraki Gulf and learn about some of the city's best-loved landmarks. Auckland's stunning harbour is packed with breath-taking beauty spots just begging to be explored. Highlights include a peek at the yachts in the Viaduct basin and Westhaven Marina, photo opportunities under the Harbour Bridge, a cruise past Devonport's historic naval base, seaside village and North Head, followed by Bean Rock Lighthouse and panoramic views of Rangitoto Island. **Limited to: 40 attendees**



JET BOAT RIDE AND VISIT TO THE VOYAGER NZ MARITIME MUSEUM:

Auckland Adventure Jet is an adventure activity for thrill seekers to see Auckland City a different way, by jet boat! This jet boat goes in excess of 50 knots and is powered by twin engines at 300 horse power each, turbo charged and super charged! Voyager Maritime Museum is a place of stories, ambition, courage and exploration. Discover how our nation's relationship with the sea has shaped the New Zealand identity. Engage with our exhibitions and explore New Zealand's rich and diverse maritime history. **Limited to: 23 attendees**

TREE ADVENTURES:

Tarzan's Test: Welcome to the ultimate high wire adventure! Tarzan's Test is guaranteed to push your limits, test your balance and unleash your inner monkey. In order to be king of the jungle you'll have to tackle both of our signature courses, which offer the Tarzan swings, ape hanger, Mario run and the biggest flying fox in the park. At dizzying heights of up to 14 metres even the most experienced climbers will be challenged. You must be over 1.5m tall to participate.

Limited to: 25 attendees



THE SEAFOOD SCHOOL:

It's no secret that Kiwi's love seafood! With 1,600 km of unspoiled shoreline on our doorstep it's easy to see why. At the Auckland Seafood School you'll not only learn some fabulous new, creative ways to serve seafood, you'll also get an education! The Auckland Seafood School is committed to seafood education. Using only the finest ingredients, freshest seafood and innovative seasonal flavour combinations our chef will reveal the secrets to producing mouth-watering seafood meals that you will go on to prepare.

Limited to: 30 attendees

AMBROSE GOLF AT MAUNGAKIEKIE GOLF COURSE

A true "gem", Maungakiekie has the grace that only a mature golf course can offer – well contoured fairways and greens and an abundance of native trees attracting a wide variety of colourful bird life. No wonder the Clubhouse overlooks some of the most stunning views in Auckland across the course to the Waitakere Ranges and the Manukau Harbour Headland. "Ambrose" golf is another name for a scramble http://golf.about.com/cs/golfterms/g/bldef_scramble.htm, but one in which a team handicap is used. All players tee off, the best shot is selected and all players hit again from that same spot. The best second shot is selected, and all players hit from that same spot, and so on until the ball is holed. **Limited to: 30 attendees**





PRICING

SPECIAL OFFER 1:

This year TNP is working closely with NZFAA who is running its inaugural conference prior to the TNP event. If you are a member of the NZFAA you are eligible for a special TNP conference discount, reducing the early bird price to \$250. This is a great deal don't miss out. *Please note payment is required at the time of registration.

SPECIAL OFFER 2:

If you have generated \$50,000 of API with TNP's preferred suppliers in the year to 30 June 2013 you will be eligible for a special subsidy reducing your conference subscription to only \$250. This is an amazing offer so please early bird register and we will confirm your discount in early July. You must have early bird registered and paid for this option to apply. A refund will be made to you after 31st July 2013. *Please note payment is required at the time of registration.

Registration pricing (including GST)

Adviser price (including administrators)

\$50,000 min API qualifier
*Qualification period: 1st July 2012 – 30th June 2013
(MUST REGISTER FOR EARLY BIRD FOR THIS TO APPLY)

\$250

NZFAA Member
(MUST REGISTER FOR EARLY BIRD FOR THIS TO APPLY)

\$250

Early bird rate
(available to 30 Jun 2013 only)

\$399

Full rate
(from 1 Jul – 15 Oct 2013)

\$550

*Refunds will be made to all those who qualify for with minimum \$50,000 API after 31st July 2013

ACCOMMODATION

PULLMAN HOTEL AUCKLAND

Pullman Auckland, one of Auckland's largest 5-star hotels, is located in the city centre, close to popular attractions and well-known shopping and entertainment districts. The hotel features 340 hotel rooms and residence apartments, an

Executive Club Lounge, Connectivity centre, luxury health club and spa and extensive dining and function facilities. With complimentary Wi-Fi, professional service and city and harbour views, Pullman Auckland is a class above the rest in the 5-star market.

SUPERIOR KING OR TWIN VIEW ROOMS

Single: Superior King & Breakfast
1 persons: \$225.00

Double: Superior King & Breakfast
2 persons: \$245.00

Twin: Superior Twin & Breakfast
2 persons: \$245.00



tnp[®] CONFERENCE 2013

7 - 8 NOVEMBER 2013 | PULLMAN HOTEL | AUCKLAND

TNP CONFERENCE 2013: DELEGATE REGISTRATION FORM

PULLMAN HOTEL | AUCKLAND | THURSDAY 7 NOVEMBER – FRIDAY 8 NOVEMBER 2013

REGISTRATIONS
CLOSE
18 OCTOBER

All fields are mandatory

Title	Mr / Mrs / Ms / Miss / Dr / Other (please specify)		
First Names		Surname	
Preferred first name	(for conference badge)		
Company name			
Role type	Principal / Sub-adviser	If you are an insurance provider, mortgage provider, conference exhibitor or sponsor, please complete the 'Supplier Registration Form' instead.	
I am a NZFAA member	<input type="radio"/> Yes	<input type="radio"/> No	<input type="radio"/> NO but I would like to be, please contact me
Work phone		Mobile	
Email			
<input type="radio"/> Special dietary/access requirements			

NZFAA CONFERENCE

Please register me for the NZFAA conference. Your details will be sent directly to NZFAA for registration

AFTERNOON ACTIVITIES

I would like to participate in the following afternoon activity:

FIRST CHOICE:

- Rainbows End
- Auckland Harbour Bridge Climb
- Auckland Harbour Cruise
- Jet Boat Ride and Visit to Maritime Museum
- Tree Adventures: Tarzan's Test
- The Seafood School
- Golf
- Free time

SECOND CHOICE:

- Rainbows End
- Auckland Harbour Bridge Climb
- Auckland Harbour Cruise
- Jet Boat Ride and Visit to Maritime Museum
- Tree Adventures: Tarzan's Test
- The Seafood School
- Golf
- Free time

ACCOMMODATION

I require the following accommodation:

- No accommodation required
- Single: Superior King & breakfast 1 persons: \$225 per night
- Double: Superior King & breakfast 2 persons: \$245 per night
- Twin: Superior King & breakfast 2 persons: \$245 per night

Please note these prices are additional to the conference registration price and MUST be paid at the time of registration. Please fill in Pullman Hotel registration credit card pre authorisation form.

Check-in	DD/MM/YYYY	Check-out	DD/MM/YYYY
If twin selected, please advise who you would like to share with		Total nights of stay	

PAYMENT

Conference Registration: Early Bird: \$399 Member of NZFAA: \$250 Full Rate: \$550

NZFAA Conference Registration: Member of NZFAA: \$99 Non Member: \$199

Accommodation: Single: \$225 Double: \$245 Twin \$245

Direct credit: Account Name: New Zealand Conference Connexions Ltd
Account Number: 060501 0874419 23
Branch: Paraparaumu
Reference: TNP [Surname]

Credit Card: Visa Master card

Please note: All credit card payments will incur a 3% surcharge

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Cheque - All cheque payments to be made out to NZCC

THE FINE PRINT

- Registrations and accommodation must be paid IN FULL to NZCC at the time of registration.
- Cancellations received prior to 30 September 2013 will incur a \$15 admin charge
- Cancellations received after 30 September 2013 (or non-attendance): Full payment is still required for these due to TNP having to pay the costs of your attendance to suppliers in full prior to this date. Please email sarah@nzcc.net.nz if you wish to cancel your registration.
- Accommodation/breakfast/transport costs are additional to conference registration pricing.

I have read and understood these terms and agree to be bound by these.

Signature		Date	DD/MM/YYYY
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Thank you for registering to attend the TNP Conference 2013: Beyond Boundaries. We're really pleased to have you join us at what we know will be a fantastic couple of days.

We look forward to seeing you at conference!



**REGISTRATION CREDIT CARD PRE AUTHORISATION
for the
TNP CONFERENCE 2013**

My Name:

Credit Card Type: Visa Mastercard American Express Diners

Credit Card Number:

Credit Card Expiry Date:

Name on the Credit Card:

Signature:

Best mobile number for us to contact you on whilst in Auckland:

Address to go on my/our registration card:

By signing this form I give The Pullman Auckland pre authorisation regarding any charges I have signed for during my stay against the above credit card number.

I understand that charges will only be placed against this card should I not settle my / our room account upon check out of the Hotel. Please note; The Pullman Auckland normally pre authorise NZD\$100 per day per room to cover incidentals.

It is also important to note the following:

Indemnity

You are responsible for any loss or damage to the Hotel arising out of your use and agree to pay for any loss or damage to the hotel arising from your negligence or willful misconduct.

You are also responsible for any additional cleaning requirements which the Hotel considers to be in excess of general cleaning arising out of your use; and in claims by any person for loss, injury, death or damage of any kind resulting from your negligence or willful misconduct.

Completing this form now will assist with a speedy registration at The Pullman Auckland.

Please scan and send back to: sarah@nzcc.net.nz

OR

Fax to 04 237 8091

