

**AGENDA**

20/21 November Brandshatch Place Hotel, Brandshatch, **DA3 8NQ**

<http://www.handpickedhotels.co.uk/hotels/Brandshatch-Place>

Thursday 20<sup>th</sup> November - Terrace Suite

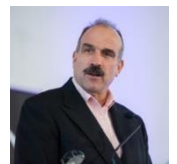
6.00 p.m. Tea & Coffee  
 Caroline Weiss-Jones [www.bdhl.co.uk](http://www.bdhl.co.uk)  
 How networking can develop a new business model



7.15 p.m. Drinks - Lounge

7.45 p.m. Dinner - The Oak Room

After Dinner Speakers  
 Mark Polson [www.langcatfinancial.com](http://www.langcatfinancial.com)  
 Tom Baigrie [www.lifesearch.co.uk](http://www.lifesearch.co.uk)  
*RDR – How it has impacted UK advisers*



Friday 21st November – Terrace Suite

8.30 a.m. Tea & Coffee  
 Introduction - Peter Le Beau



8.35 a.m. Richard Young [www.profitability.com/uk](http://www.profitability.com/uk)  
*Communication, mindset and the fear of failure*

10.00 a.m. Paul Szkiler [www.truestone.co.uk](http://www.truestone.co.uk)  
*Ethical investment – how successful and significant is it?*



10.40 a.m. Discussion

11.00 a.m. Tea & Coffee

11.15 a.m. John Lappin, Mindful Money [www.mindfulmoney.co.uk](http://www.mindfulmoney.co.uk)  
*What do the pension changes mean?*



11.55 p.m. Discussion

12.15 p.m. Stuart Scullion, PHP [www.php.co.uk](http://www.php.co.uk)  
*The future of private medical insurance*



12.55 p.m. Discussion

1.30 p.m. Lunch – The Restaurant

2.00 p.m. CLOSE

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