



 **Sheraton
Columbus
at Capitol
Square**

Call it a Come Back

December 8, 2021

9 am: Registration opens
10-12:30: Sessions
12:30: Lunch
1:30-4:30: Sessions
5-7:00: Cocktails with Legislators

Register:

oh.naifa.org/conference

\$99

members

\$149

non-members*

\$500

group table of 8

*join within 30 days & get a refund

Featured Speakers



Rao Garuda, CLU, ChFC

President & CEO, Associated Concepts Agency, Inc.

Rao Garuda is a SMART Advisor with over 40 years of experience helping business owners, professionals, and families rescue hundreds of thousands of dollars in unnecessary taxes. Rao will share sales tips and insights into how new legislation may affect your clients and what you can do to best serve their interests.



Sheryl Hickerson, FLMI

CEO, Females & Finance

Sheryl is the founder of Females & Finance, a 3000-strong private membership dedicated to fostering recruitment, training, and advancement of women in financial services and financial technology roles. Sheryl is an award-winning social media maven and will share tips for using LinkedIn for prospecting.



Van Mueller, LUTCF, LACP

Registered Representative & Financial Services Representative, Westpoint Financial Group

An industry legend, Van Mueller will talk to us about sales tips and conversation starters that will grow your clientele. Always equipped with industry data, Van will delight us with tactics and techniques to build rapport quickly and get to the yes of working together faster.



Ryan Pinney, LACP

President, Pinney Insurance Center, Inc.

Globally recognized speaker and MDRT member, Ryan Pinney is a master of both financial services and technology and is a sought-after speaker/collaborator on a variety of fintech topics. Ryan will talk to us about how to modernize your practice and be the best agent/advisor you can be utilizing software and simple techniques so that you present yourself as fresh and relevant.

Who Should Attend

If you are a producer in any aspect of the financial services industry—from property & casualty to investments and financial planning, this event is for you. Our speakers are all MDRT speakers and all share a passion for NAIFA's advocacy work that protects their business in Ohio's statehouse and on Capitol Hill. Our event was put together to get you pumped to end the 4th quarter strong and is focused on providing sales tips to make you more money.