

National Sales Conference
Crowne Plaza St. Paul - Riverfront

Tuesday, September 11, 2012

12:00 – 7:00 p.m.
Registration Window (lower level)

Registration

7:00 – 9:00 p.m.
Capitol Ballroom

Welcome reception

Wednesday, September 12, 2012

7:00 – 8:00 a.m.
Capitol Ballroom

Breakfast

Exhibit area open

8:00 – 8:15 a.m.
Minnesota Ballroom

Opening remarks

Kevin Bachmann, President

8:15 – 9:15 a.m.

Welcome to the experience economy

Keynote speaker: Joe Pine

9:15 – 9:30 a.m.
Capitol Ballroom

Break

Exhibit area open

9:30 – 10:30 a.m.
Minnesota Ballroom

Questar and the technology experience

Alex Barned, Chief Distribution Officer
Matthew Fries, Chief Investment Officer

10:30 – 10:45 a.m.

Field Advisory Board introduction

Alex Barned, Chief Distribution Officer

10:45 – 11:45 a.m.

**The 2012 elections and their implications for
the life and annuity industry**

Peter Lefkin, Senior Vice President of Government and
External Affairs, Allianz of North America

11:45 – 1:00 p.m.
Capitol Ballroom

Lunch with Questar Capital home office

Exhibit area open

1:00 – 2:00 p.m.
Minnesota Ballroom

The global economy, its present state

Christopher Morahan, BlackRock Portfolio Manager

2:00 – 2:10 p.m.

Transition to first breakout session

2:10 – 3:00 p.m.

Breakout session 1

3:00 – 3:10 p.m.

Transition to second breakout session

3:10 – 4:00 p.m.

Breakout session 2

4:00 – 4:10 p.m.

Transition to third breakout session

4:10 – 5:00 p.m.

Breakout session 3

Evening

Dine arounds - Sponsored by our strategic partners.

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Thursday, September 13, 2012

7:00 – 8:00 a.m.
Capitol Ballroom

Breakfast
Exhibit area open

8:00 – 8:05 a.m.
Minnesota Ballroom

Welcome
Kevin Bachmann, President

8:05 – 8:30 a.m.

Distribution, a look ahead
Tom Burns, Chief Distribution Officer
Allianz Life Insurance Company of North America

8:30 – 9:15 a.m.

Questar and industry update
Alex Barned, Chief Distribution Officer

9:15 – 9:30 a.m.
Capitol Ballroom

Break
Exhibit area open

9:30 – 10:30 a.m.
Minnesota Ballroom

Tax-efficient strategies in retirement
Jim Johnson, Vice President Advanced Markets
Allianz Life Insurance Company of North America

10:30 – 10:40 a.m.

Transition to first breakout session

10:40 – 11:30 a.m.

Breakout session 1

11:30 – 12:30 p.m.
Capitol Ballroom

Lunch with Questar Capital home office
Exhibit area open

12:30 – 1:20 p.m.

Breakout session 2

1:20 – 1:30 p.m.

Transition to third breakout session

1:30 – 2:20 p.m.

Breakout session 3

2:20 – 2:30 p.m.
Capitol Ballroom

Break
Exhibit area open

2:30 – 3:20 p.m.

Breakout session 4

3:20 – 3:30 p.m.

Transition to general session

3:30 – 4:30 p.m.
Minnesota Ballroom

Are you still relevant?
Keynote speaker: Ross Shafer

4:30 – 4:45 p.m.

Wrap-up
Kevin Bachmann, President

6:00 – 9:00 p.m.

Riverboat Dinner cruise

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Friday, September 14, 2012

7:00 – 7:30 a.m.
Capitol Ballroom

Breakfast

7:30 – 8:30 a.m.
Minnesota Ballroom

Annual compliance meeting

8:30 – 10:00 a.m.

Firm Element general session

Know your customer and suitability rules overview
Customer complaints: guidance and firm policies
AML annual update 2012

10:00 – 10:15 a.m.

Break

10:15 – 10:45 a.m.
Governors Hall I

Firm Element breakout session
-Series 6 and/or Series 7

Deferred variable annuities: your responsibilities under
Rule 2330

Governors Hall V

-IA with securities registration

Investment advisers: Code of conduct

10:45 – 10:50 a.m.

Transition to general session

10:50 – 11:30 a.m.
Minnesota Ballroom

Firm Element general session

Ethics requirement

11:30 a.m.
Capitol Ballroom

Box lunch

Agenda subject to change