



**The Pinnacle
Study Group, Inc.
AGENDA**

**August 17 – 19, 2006
Memphis, Tennessee**

Thursday, August 17, 2006

- 9:00 a.m. – 5:00 p.m. Arrival and check in at
Hilton Memphis
939 Ridge Lake Boulevard
Memphis, TN 38120
901-684-6664
- 1:00 p.m. Golfers depart from hotel lobby for 1:30 tee time
Southwind Country Club
Host: Josh Paxton
Group Sales Consultant - UNUM
- 6:30 p.m. Dinner – **Ronnie Grisanti's**
Sponsor: **Columbus Life Insurance Company**

Friday, August 18, 2006

- 7:00 a.m. – 7:45 a.m. Breakfast
- 7:45 a.m. – 8:00 a.m. Welcome & Housekeeping
- 8:00 a.m. – 9:00 a.m. “What’s Woody Been Doing?”
Mike Owens, CLU, ChFC
- 9:15 a.m. – 10:15 a.m. “Intelligent Life – Right for High Net Worth Clients”
Andrew A. Thomas, CLU, ChFC, CSA, LLIF
- 10:15 a.m. – 10:30 a.m. Break
- 10:30 a.m. – 12:00 p.m. “Exploring My Four Decades of Development”
Lyle L. Blessman
- 12:00 p.m. – 1:00 p.m. Lunch
Sponsor: **Steven Reese, Regional VP - John Hancock**
Short Presentation and Gifts for Golfers
- 1:00 p.m. – 2:15 p.m. “Fixed Indexed Annuity Explosion: Why People Are Buying
Them And How to Get Your Share of The Marketplace”
Matthew J. Rettick, CSA, RFC, CEP, CAS

- 2:15 p.m. – 2:30 p.m. **Joe Maringer, Sales Manager**
Great American Financial Resources, Inc.
Sponsor of Matthew Rettick and Friday Dinner
- 2:30 p.m. – 2:45 p.m. Break
- 2:45 p.m. – 3:45 p.m. “How To Discover and Close Life Settlement Cases”
Josh Zabrocki, Senior Account Manager
Peachtree Life Settlements
- 3:45 p.m. – 5:00 p.m. “Trust Owned Life Insurance”
Donna K. Sinor, JD, CLU, ChFC
- 6:30 p.m. Dinner – **Ruth’s Chris Steak House**
Sponsor: **Great American Financial Resources**
Dinner Host: **Joe Maringer, Sales Manager**

Saturday, August 19, 2006

- 7:00 a.m. – 7:45 a.m. Breakfast
- 7:45 a.m. – 9:00 a.m. The Pinnacle Study Group Business Meeting
- 9:00 a.m. – 10:00 a.m. “How to Turn Legislative and Regulatory Changes into Selling Opportunities”
E. Thomas Foster, Jr., Esq
- 10:00 a.m. – 10:15 a.m. **Matthew C. Ribble, Regional Marketing Director**
Hartford Director Annuities
Sponsor for E. Thomas Foster, Jr., JD
- 10:15 a.m. – 10:30 a.m. Break
- 10:30 a.m. – 12:00 p.m. “Why Millionaires Make Mistakes”
Timothy M. Reis, LUTCF
- 12:00 p.m. – 1:00 p.m. Lunch
Sponsor: **Steven Reese, John Hancock**
- 1:00 p.m. Golfers depart from hotel lobby for 1:30 tee times –
Colonial Country Club
Host: **John Bragorgos, President – Climate Zone**
- 1:30 p.m. – 4:30 p.m. Tunica Casinos
- 6:00 p.m. Cocktails and Dinner – **Larry’s Home**