



The Unfair Advantage

CONFERENCE CALL SERIES

Learn how to differentiate yourself through an unfair advantage

This conference call series, presented by reputable industry speaker Mike Harris, focuses on advanced planning concepts that present you with new and innovative solutions for your clients.

Each call will only take **15 minutes** of your time but could go a long way for your business! More call details are listed below.



Hosted by Mike Harris

CFP®, CLU, ChFC

Vice President of Advanced Sales
Lincoln Financial Distributors

Mike is a sought-after industry speaker with over 22 years of sales and marketing experience in the financial services industry, 20 of them with Lincoln Financial Group. Since 1999, Mike has been focused on helping financial professionals gain a better understanding of the challenges and opportunities that surround income distribution planning.

Call info: 1-888-419-5570 access code: 89133769

This call in number and access code will be the same for all of the calls.

Schedule of conference calls and topics:

- **Nonnatural owners** 9/9/2010, 2:00 p.m. EST
- **Annuity gifting** 9/13/2010, 2:00 p.m. EST
- **Pre-59½ distributions** 9/30/2010, 11:00 a.m. EST
- **Multigenerational income strategies** 10/4/2010, 2:00 p.m. EST
- **Nonspousal arrangements** 10/15/2010, 2:00 p.m. EST
- **Special needs trusts** 11/5/2010, 2:00 p.m. EST
- **Income for corporations, foundations and charitable trusts** 11/19/2010, 2:00 p.m. EST

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