

## Welcome Reception

Monday, September 19 - 6:00pm – 9:00pm

### Lighthouse Courtyard

Enjoy the relaxed atmosphere and the beautiful scenery of Huntington Beach while dining with your fellow colleagues as we kick off the Total Solution Forum with a California Casual evening!

## Pacific Life & Fund Manager Partners Tradeshow

Monday, September 20 & Tuesday, September 21

12:15pm (*During Lunch*) and 4:30pm (*Afternoon Happy Hour*)

Join us to connect with key Pacific Life personnel and meet our Fund Manager partners to learn about their products and services. Use this time to interact and dive deeper into specific details on new products and exciting business building tools.

- Fund Managers: American Century, BlackRock, Fidelity, Franklin Templeton, MFS, T Rowe Price
- Advanced Designs Unit – Come by and meet a member of the best Advanced Designs Team in the industry. You can learn about advanced planning strategies and how life insurance fits. Also, this is a great time to run a “I’ve got a person” scenario by an industry expert while at the meeting.
- Client & Producer Services – Educate and Empower: Servicing your customers after placement – You’re invited to join us as we share how self-service tools such as PPT, MLA and IVR has enabled us to continue to deliver superior service to our customers.
- Sales Support – For the Modern Era – Our digital capabilities make it easy to work with us. Today’s clients expect fast, easy, and convenient. Why would your expectations be any different? We offer personalized client presentations, online applications, and a time-saving policy management tool to help you close business in a digital world. Stop by and see how we’ve grown to help support you in today’s digital-first era.

- Marketing, Made Easy – Build your business with the power of Pacific Life’s practice management website [lifeinsurance.pacificlife.com](http://lifeinsurance.pacificlife.com) – Chock full of sales strategies, resources, and tools to help you deepen client relationships and create new planning opportunities. Fresh ideas and new tools, available at your fingertips, whenever and wherever you’re ready for inspiration.
- Competition – Find out how Pacific Life stacks up compared to other carriers by stopping by and chatting with Pacific Life’s Competition team. See a live demonstration of our competition “Playbook” and learn how you can use the tools we provide to help you compete for business and win.
- Retirement Solutions Division

## Dinner Reception

Tuesday, September 20 - 6:30pm – 10:30pm

Conference Porte Cochere & Lobby

Tonight let us entice you with a culinary experience that is sure to delight all of your senses. Connect with new friends and enjoy the beautiful Southern California weather.

## Final Night Beach Party

Wednesday, September 21 - 6:00pm – 9:30pm

Huntington Beach

Let’s end the week together on the sand as we enjoy the views of the Pacific Ocean complete with rockin’ music, tasty food, and fun interactive experiences. This is sure to be a memorable evening!