Speakers	Title of Talk/ Brief Synopsis	Brief Biodata of Speaker
Dr Ng Kheng Hong 	**Main Platform: Singapore – Healthiest Country in the World? Role of prevention, screening and early treatment** In 2015, Bloomberg ranked Singapore as the 'Healthiest country in the world', ranking ahead of many well-developed countries in the world. There are many factors that contribute to this success story, including high standard of living conditions. Major medical illness like stroke, heart attack, and kidney failure can be prevented through a healthy lifestyle. With continual effort in the prevention of disease, screening for early disease and prompt treatment, Singapore will be the healthiest country in the world for many years to come.	Dr Ng Kheng Hong, MBBS, MRCS, MMED, FRCSEd, FAMS, is currently Consultant Surgeon at Gleneagles Medical Centre, Adjunct Assistant Professor at Faculty of Medicine, NUS, Consultant Surgeon (part-time) at KK Women's and Children's Hospital, Chairman of Medical Advisory Board, Gleneagles Hospital and runs KH Ng Colorectal & Minimally Invasive Surgery at Gleneagles Medical Centre. Major awards received include SingHealth HMDP Fellowship FY2006 award and 10 years Long Service Award, Singapore General Hospital in 2010.
Mr Alan Withoon Lertpanomwan 	**Main Platform: Learn from the Best and Be Your Best** To be successful today in the rapidly changing world, Financial Adviser Representatives need to be very professional and specialists in the field and the market that best suited to them. Learn the techniques and strategies that each Financial Adviser Representative can find out and work out their own ways to become successful in this business. **Workshop: How to be a Trusted Financial Adviser Representative for High Networth Client** High Networth clients are the most attractive groups of people that most Financial Adviser Representatives want to approach but the most difficult to get. Trust is the most important factor to win their hearts. Financial Adviser Representatives need to be trusted on personality, character, reputation, knowledge, and on social media. Learn the techniques from case studies about retirement plan, education plan, and investment plan. The concept of Healthy and Wealthy investment planning is another take away technique that Financial Adviser Representatives will get from this session.	Mr Withoon Lertpanomwan (Alan), MBA, LUTCF, RFC, FChFP, is CEO of Independent Financial Consulting Group (IFCG) and has 15 years of experience in the financial industry. He heads Thailand's No.1 financial adviser firm which currently has more than 200 advisers and over 50,000 clients. He is a 14-year MDRT life member with qualification of 8 MDRT, 3 COT and 3 TOT. His highlighted leadership roles include serving for 2 years as MDRT Country Chair of Thailand (2010-2012), Chairman of MDRT Experience 2012 in Bangkok. Moreover in 2014, he is by the far the youngest MDRT Region Chair in MDRT History and the first Thai ever till present. In 2015, he was appointed to be the Divisional Vice President of MDRT, taking care of all countries in Asia. He is now also Board of Director of KTB Securities Thailand.

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<tr><th>Speakers</th><th>Title of Talk/ Brief Synopsis</th><th>Brief Biodata of Speaker</th></tr>
<tr><td>Ms Lucy Bricard
</td><td>Main Platform: How Prepared are you for PDPA?

Seminar Content:
-Brief Overview of Personal Data Protection Act in Singapore
-Key Aspects of the Act
-Implications of the “DO NOT CALL” registry and impact on marketing
-Enforcement of the Act
-The Role of Data Protection Officer/Committee</td><td>Ms Lucy Bricard is an associate trainer and developer of Singapore National Federation of Employee (SNEF) for more than 8 years. She is an ACTA certified Trainer under the WDA program (2011). She is also an Associate Adult Educator (AAE), under Adult Educators’ Professionalisation, IAL (2016). She has conducted many public run workshops on behalf of SNEF since June 2014.</td></tr>
<tr><td>Mr Stephen Chew
</td><td>Main Platform: Business Succession Planning

Majority of the SMEs today have their presence in Singapore for many years. The shareholders and the management of the company has been working well together and enjoying the fruits of their success. However, a number of such entities experience difficulties in continuing their businesses and agreeing on the future leadership and direction when one of the key person dies or is total and permanently disabled. With Business Succession Planning put in place, the business will continue to run as per normal without disruption by the deceased family members or the donee of the disabled shareholder or key person.

Workshop: Tax and Accounting Treatment for Business Insurance

Business insurance is a fast growing market in our industry. The sum assured and premium is often much higher than personal life insurance. However, the accounting and tax aspect of business insurance is often a challenge to the Financial Advisers. Financial Advisers are not accountants but it will be good for Financial Advisers to be equipped with some basic knowledge on the treatment of business insurance from tax and accounting point of view. You will learn the treatment of insurance premium, insurance proceeds, interest charge by bank for premium financing and the professional fee incurred for business insurance.</td><td>Mr Stephen Chew (ChFC®, CLU®, FCCA, CA (Singapore), TEP) completed his ACCA at the age of 21. He was a lecturer at the Institute of Certified Public Accountants of Singapore (ICPAS) and has trained more han 15,000 students. Stephen is now the Vice President, Sales, of Manulife Financial Advisers Pte Ltd. He is also the author of five books and has spoken at several seminars organised by SCI, including the LUA Technical Seminar and not forgetting AFA(S).</td></tr>
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Speakers	Title of Talk/ Brief Synopsis	Brief Biodata of Speaker
Mr Winston Chong 	**Workshop: Financial Planning in a Disrupting Economy** Many financial planners view Fintechs as the barrel of a rifle aimed at them. They sweat, fearing that their "rice bowl" will be shattered by the advent of swanky new entrants. This session is for those who are committed to wholistic financial planning, never to be threatened by the next big thing.	Mr Winston Chong, CA (Singapore), CFPis, is the Chief Executive Officer of Life Planning Associates Pte Ltd (LPA). The firm specialises in fee based financial planning for individuals. Winston has been in the financial advisory industry since 2000. Prior to joining LPA, he was the Chief Operating Officer of Mayban-UBS Asset Management Sdn Bhd in Kuala Lumpur and the Asia Pacific Head of Audit for UBS AG. Winston was with two public accounting firms.
Mr Dennis Quah 	**Main Platform: Achieving Investment Success Together** Mr Dennis Quah will share how Columbia Threadneedle Investments can help you provide comprehensive solutions that meet the needs of your clients through simple and effective packaged investment solutions. These solutions will help you take the guesswork out of choosing from the hundreds of funds available to you, by combining selected best-in-class investment strategies managed by Columbia Threadneedle Investments to form portfolios that can potentially achieve specific outcomes that your client's expect based on their risk profile and investment style.	Mr Dennis Quah is the Executive Director of Columbia Threadneedle Investments. He has held various investment product management and asset management business development roles over the past 15 years. He holds an MSc in Wealth Management, jointly awarded by the Singapore Management University and Swiss Finance Institute, and a Bachelor of Engineering, awarded by the National University of Singapore.
Mr Shaun Boulter 	**GI: It's Extremely Likely Something Unlikely Will Happen** Mr Shaun Boulter will discuss the reason for risk management and emergency preparedness and how by adopting the 'let's deal with it when it happens' mentality often leads to disaster. The audience will take away with them the knowledge of being able to never waste a crisis and by doing so their organisation and also themselves will become stronger and more robust to handle the next situation that arises.	Mr Shaun Boulter has over 19 years of experience in all aspects of security and crisis management since leaving the British Military where he served for 12 years. Shaun was a security advisor to the Qatar Foreign & Prime Minister in Doha for a period of 5 years. He also has extensive experience in close protection and Security Advisory role for both military and the police. Shaun holds an MSc in Security & Risk Management.

Speakers	Title of Talk/ Brief Synopsis	Brief Biodata of Speaker
Mr Eric Feng 	**Main Platform: The Future of Selling Manifesto** Mr Eric Feng will elaborate the Four changing behaviours of today's consumers and the three critical battles that Financial Adviser Representatives must win in order to be successful to achieve higher sales. Eric will mention the three important strategies to assist participants to attract high quality leads, shortening their sales cycle and not to worry about competition. **Workshop Session: The Future of Selling** Mr Eric Feng will re-emphasize the 3 critical sales strategies that Financial Adviser Representatives MUST focus on in order to get maximum quality leads, high closing rates and endless stream of referrals and the 5 common and deadly mistakes where clients will lose interest and end up with an Actual Case Study on how to leverage on social media and stand out from the crowd. With the new knowledge, Financial Adviser Representatives will find that their clients will be drawn to them *"like moths to a flame, instead of you "begging" them for sales."*	Mr Eric Feng is the founder of Future of Selling Academy, an online sales training platform for salespeople worldwide and was conferred the prestigious JCI 10 Most Outstanding Young Persons of Singapore. Well known for his bestselling book Unlock Your Personal Charisma® that details the strong correlation between sales success and one's charisma, Eric has since been invited to train over 35,000 sales professionals from 12 countries. He is most popular among the B2C industries such as insurance, banking, real estate, pharmaceutical and direct marketing. As the chief advisor of the Sales Professional Association chapters, Eric also leads the round table made up of regional sales leaders to develop the "Future of Selling" curriculum.
Mr TG Tay 	**Workshop: The "Hi-Tech, Hi-Touch" Smart Adviser in a Disruptive Fintech World** With the rise of the robo-advisers and the disruptive fintech technologies in insurance and wealth management, how can the traditional adviser position themselves to stay relevant and on the cutting edge to better connect and serve their clients?	Mr TG Tay is the Chief Executive Officer of Financial Life Coaching Pte Ltd. To date, he has trained more than 750 Financial Advisers from various countries and banks in Singapore and the region since the launch of the 3-day Workshop, "Financial Planning for HNWI and Business Owners" in August 2009.

Speakers	Title of Talk/ Brief Synopsis	Brief Biodata of Speaker
Professor Hum Sin Hoon 	**Main Platform: Zheng He's Art of Collaboration: Alternative to Sun Zi's Art of War** Zheng He's Art of Collaboration offers a fresh new approach to doing business and providing leadership in the 21st century.	Prof Hum currently serves as the Deputy Dean of the NUS Business School. He is a professor in the Decision Sciences department. His research work is in the areas of operations and supply chain management and has published a landmark book on the topic, entitled Zheng He's Art of Collaboration.
Mr Vincent Ee  **Mr David Choo**  **Mr Gary Harvey**  **Mr Koh Hoe Shin** 	**CEO Forum** **Main Platform: The Future of the FA Industry** **(Mr Ben Fok to be Moderator)** At the end of this session, participants will have a better knowledge of the future of the Financial Industry in Singapore.	Mr Vincent Ee is the President of AFA(S) and currently heads Financial Alliance as the Chief Executive Officer. Mr David Choo is the Vice President of AFA(S) and currently heads PromiseLand Independent Pte Ltd as the Chairman and Managing Director. Mr Gary Harvey is an Executive Committee Member of AFA(S) and currently heads Nexus Financial Securities Pte Ltd as the Chief Executive Officer. Mr Koh Hoe Shin is an Executive Committee Member of AFA(S) and currently heads Manulife Financial Advisers as the President and CEO.