

# Million Dollar Producer's 2-day Financial Advisor Boot Camp



*Are you ready to take your  
production to the next level?*

This is the industry's highest level 2-day session  
for Financial Advisors who are serious about their practice!

*Learn how to Increase Your Production and Operate More Efficiently*



*Since 1993, we have been helping financial  
advisors increase their production. Through  
our 2-Day Financial Advisor Boot Camps, we  
have helped thousands of financial advisors  
sharpen every aspect of their financial  
planning practice and approach.*

**Date: July 26-27, 2012**  
**Location: Los Angeles, CA**

**THE WESTIN LOS ANGELES AIRPORT**  
**Phone: (310) 216-5858**



Attendees of this 2-day session will be armed with a complete  
step-by-step process of *not just what to do, but how to do it!*<sup>TM</sup>

## Is this training session right for me?

If you're out there every day "in the trenches", battling for business, you probably keep running into these major obstacles:

- **Do you consistently attract high net worth prospects?**
- **Do you consistently close prospects?**
- **Do you retain all of your clients in today's difficult environment?**
- **Do you have the time to meet with your clients and prospects while still managing the details of your practice?**
- **Do you have systems that maximize your efficiency and allow you to work smarter, not harder (and less)?**
- **Do you have a multi-Million Dollar system?**



At Million Dollar Producer's 2-Day Financial Advisor Boot Camp, we will teach you the answers to these critical questions and show you how our founder, Tom Gau, earns more in just two weeks than most other financial planners make in an entire year!

## All attendees will learn some very powerful time tested systems and ideas, including:

- **Immediate changes you can make to dramatically increase your production.**
- **Proven techniques to increase your assets under management.**
- **The secrets of maximizing referral generation.**
- **Ways to consistently get in front of more qualified, high net worth prospects.**
- **Time tested tips for retaining existing clients.**
- **How to hold efficient and effective meetings with both prospects and clients.**
- **Systems to increase both your efficiency and your effectiveness.**
- **Organizational techniques that will maximize the productivity of your entire office.**

### Here's What Prior Attendees Have Said About the 2-day Boot Camp

"After attending your November Boot Camp I immediately implemented some of the information and had my first \$100,000 production month ever! This Boot Camp is a must for any advisor that wants to run a high-level practice!"

"I have been to several other boot camps in the past and I can unequivocally say that this was time well spent. I went away with several tangible items that I will implement immediately. Tom and Ken are absolutely the real deal!"

"As a million dollar producer myself, I was pleased to see how to best run a million dollar practice from start to finish! Kudos to Ken and Tom for showing me how to elevate my practice to the next level!"

# Agenda for the 2-day Boot Camp:

## Thursday, July 26, 2012

- 8:00 a.m. - 8:30 a.m. **Introduction**
- 8:30 a.m. - 10:00 a.m. **Where do YOU Start?**  
(Develop the Million Dollar Producer "Mind -Set")
- 10:00 a.m. - 10:15 a.m. **Break**
- 10:15 a.m. - 12:00 p.m. **Mastering Time Management and Organizing Your Office**  
(Spend Your Work Time with Clients and Prospects!)
- 12:00 p.m. - 1:00 p.m. **Lunch**
- 1:00 p.m. - 2:30 p.m. **How to Develop Your Multi-touch Marketing System to Develop a PIPELINE of Prospects!** (Generate More High Net Worth Leads Than You Ever Thought Possible!)
- 2:30 p.m. - 2:45 p.m. **Break**
- 2:45 p.m. - 4:30 p.m. **Specific Marketing Techniques That Top Producers Use!** (Get Ready To Generate More Business Than YOU Can Handle!!)
- 4:30 p.m. - 5:00 p.m. **Open Question & Answers**  
(Your Chance to Ask Questions)

## Friday, July 27, 2012

- 8:00 a.m. - 8:30 a.m. **Day 2-- Welcome and Overview** (How to Stay at a High Production Level)
- 8:30 a.m. - 10:30 a.m. **Initial Client Interview**  
(Learn How to Uncover and Capture ALL of the Prospects Assets!)
- 10:30 a.m. - 10:45 a.m. **Break**
- 10:45 a.m. - 12:00 p.m. **"The Master" Reveals His Best Closing Techniques** (Learn HOW Tom Produces at The Highest Levels Possible!)
- 12:00 p.m. - 1:00 p.m. **Lunch**
- 1:00 p.m. - 2:00 p.m. **Answering the Toughest Objections** (So the Client Asks YOU To Be Their Advisor)
- 2:00 p.m. - 3:00 p.m. **How to Implement What You've Learned** (Formal Wrap Up and Close of Boot Camp)
- 3:00 p.m. - 3:30 p.m. **Questions and Answers**

## Your Workshop Leaders:



**Ken Unger**, a 30-year veteran, is the industry's most respected and experienced coach and trainer of high-level producers. Over the past 12 years, Ken has helped and directly coached more million dollar practices than anyone else in our industry. Ken is consistently hired by major firms to train their top producers.

**Tom Gau** is an active CFP who has produced over \$3,000,000 annually for the past 20+ years. Tom has won numerous accolades available to financial advisors, including being one of the "2011 Top 100 Independent Financial Advisors" in Barron's and Registered Representative once again in 2011 and he was ranked as "# 1 Financial Advisor in Oregon" by Barron's.

**Registration Form**  
**July 26-27, 2012 – Los Angeles, California**

Please fax or mail completed form to (916) 780-0645 or:  
Million Dollar Producer, 2151 Professional Drive, Suite 104, Roseville, CA, 95661

Today's Date: \_\_\_\_\_

First Name: \_\_\_\_\_

Last Name: \_\_\_\_\_

Company: \_\_\_\_\_

Broker/Dealer: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_

State, Zip: \_\_\_\_\_

Phone: \_\_\_\_\_

Fax: \_\_\_\_\_

Email: \_\_\_\_\_

How did you learn about our Boot Camp? \_\_\_\_\_

**Payment Information:**

*"I hereby apply for acceptance into Million Dollar Producer's 2-Day Boot Camp. In doing so, I commit myself to full participation in the program. I acknowledge that all of my decisions and actions and the consequence of such decisions and actions, whether made in the context of this program or not, are entirely my own responsibility. I enclose the non-refundable registration fee. I am aware that my registration fee is non-refundable. I understand that it is my responsibility to handle my own travel and travel-related expenses and that the sessions are set and have no make-up date. In the event of an emergency, Million Dollar Producer reserves the right to re-schedule and/or substitute the session."*

I, \_\_\_\_\_, hereby authorize Million Dollar Producer, Inc., to charge the credit card account number below in the amount of \$\_\_\_\_\_.

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

\_\_\_\_\_  
Name on Card

Credit Card #: \_\_\_\_\_ Expiration Date: \_\_\_\_\_

Million Dollar Producer's 2-Day Boot Camp is designed to help each participant achieve extraordinary goals. This program will help provide a structure that can elevate your production and help you operate more efficiently. Any reproduction, presentation, or commercial use of the concepts, strategies, methods, materials, and all the other trademarks, copyrights, and intellectual property of Million Dollar Producer, Inc., is prohibited without specific written permission from Million Dollar Producer, Inc.

**Participants are responsible for paying for and booking their own hotel and travel plans.**

Toll free: (866) 866-0472

Website: [www.MDPRODUCER.com](http://www.MDPRODUCER.com)

Email: [info@mdproducer.com](mailto:info@mdproducer.com)

**Tuition**

**Full Price: \$2,399**

**Early Bird Special! \$1,799** (available until April 1)

**Advance Special! \$1,999** (available until June 1)

**Non-producing Assistant: \$1,000**

*Tuition is for materials and session only. Attendees are responsible for their own travel and hotel costs.*

**For more information please call (866) 866-0472  
or visit our website at [www.MDPRODUCER.com](http://www.MDPRODUCER.com)**