

**SEBC Spring
Annual Education
2014 Conference**

**Networking Roundtable
Discussion-
Focus on Retirement**

EDUCATION IS KEY

April 1

3:30 p.m. – 4:30 p.m.

Cherry Meeting Room

Introductions



Facilitator

David Anderson

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Networking Roundtable Discussion

Focus on Retirement

* WHAT HAVE WE LEARNED TODAY

- Were the topics helpful?
- Can we take what we've learned and apply it to our practice?

* EDUCATION

- Are we staying up to date or just getting by?
- How does our education help our client?

* SUPPORT

- Do we offer support only when problems arise?
- Are we guilty of assuming too much?

* PRODUCT KNOWLEDGE

- How do we stay up to date?
- Do we look for common solutions or develop custom solutions?

* WHAT DO YOUR CLIENTS WANT TO KNOW, I.E. WHAT TOPICS WOULD ENCOURAGE THEM TO ATTEND THE SEBC FALL CONFERENCE?