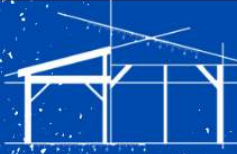
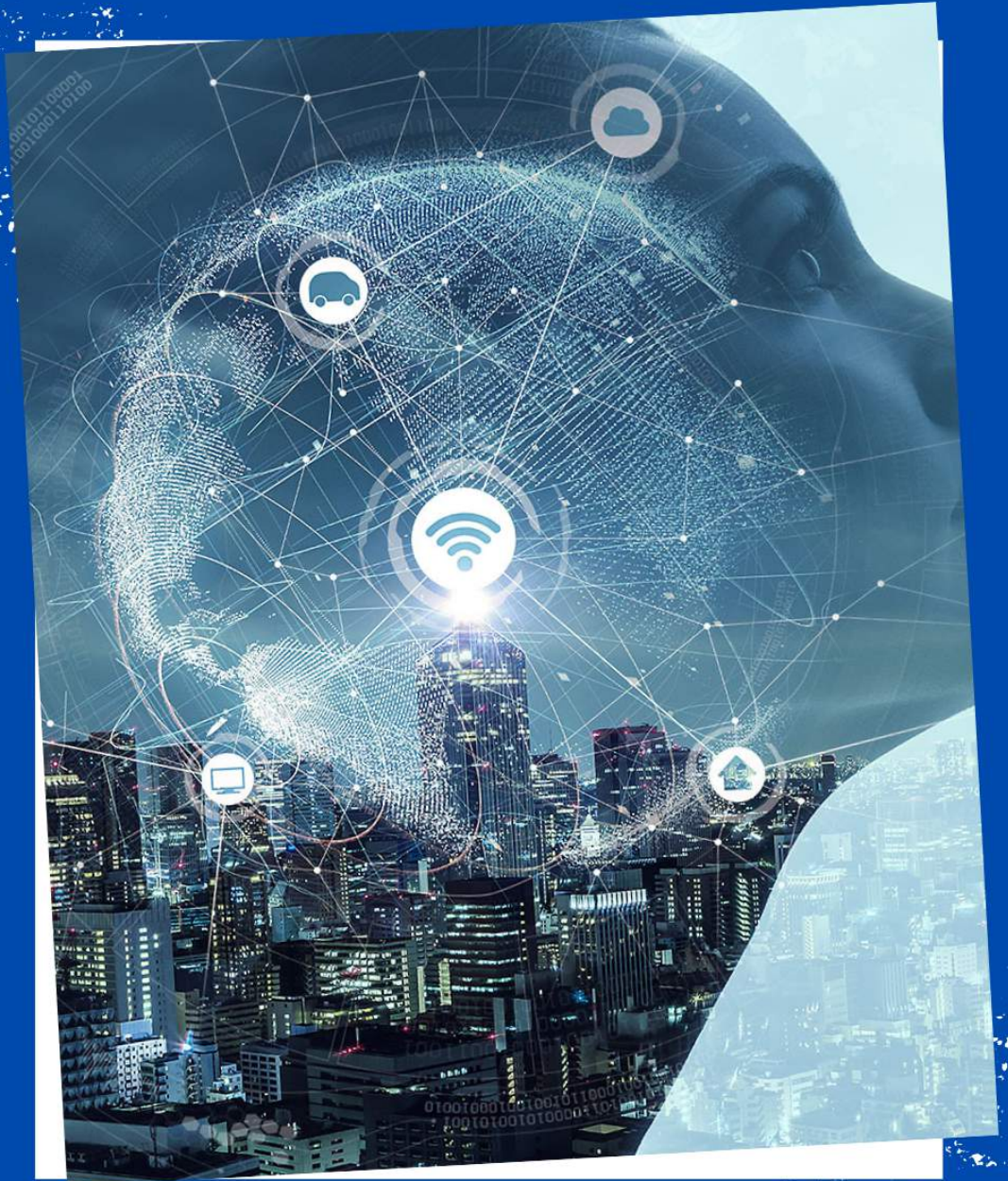


2021

VIRTUAL INNOVATIVE 3D ANNUAL CONFERENCE



IFA Academy  
International Financial Architects



ADAPT & FLY  
THE FUTURE IS NOW!

ON THE 19TH OF MARCH 2021

[HTTPS://IFRACADEMY.GLOBAL](https://ifracademy.global)

# PROGRAM

19 MARCH – MAIN PLATFORM

4.30 – 8.30 PM HK TIME

3.00 – 7.00 PM EST TIME

## OPENING



**WELCOMING TO THE CONFERENCE**

**PANOS LELEDAKIS**

CEO & Founder IFAAcademy

## AMAZING INTERNATIONAL SPEAKERS



**"The Great Transition: Planning for Change"**

**BRANDON HECKERT**

TOT MDRT member USA



**"The 100 Day Hybrid Virtual-Office Practice Pivot"**

**KOBUS KLEYN**

TOT MDRT member South Africa



**"Advance Strategies for recruiting millennials"**

**WITHOON LERTPANOMWAN**

President of GAMA Thailand



**"Change Lives With The Power of Spoken Words"**

**SUNNY ISTAR LEE**

MDRT Chair for EDGE, Founder of Money Master Kids



**"The 1st VR appointment with a client"**

**IFAAcademy**



**"How to create a client for life"**

**RAVI RAJPAL**

MDRT country chair for INDIA



# PROGRAM

19 MARCH – MAIN PLATFORM

## AMAZING INTERNATIONAL SPEAKERS



**"Rise and rise again - A story of strength"**

**NAJI HADDAD**

MDRT chair for Middle east & Africa



**"Time management with digital solutions"**

**Panos Leledakis**

CEO & Founder IFAAcademy



**"Powerfull prospecting strategy through social media"**

**MARTI KIRALY**

TOT MDRT member



**"My aptitude determines my altitude"**

**Yiannis Kalogerakis**

CEO & Founder "JMK" Anthropocentric Training & Empowerment of business executives



**"Networking to the top"**

**TRISTAN HARTEY**

TOT Member UK



**"Why clients refuse insurance! The brain is to blame!**

**Neuroscience research to skyrocket your closing ratio!"**

**PANOS LELEDAKIS**

CEO & Founder IFAAcademy



**"3 secrets to generating extraordinary results in all areas of your life"**

**LUIS FELIPE VIDES**

Top insurance advisor - Guatemala



# PROGRAM

19 MARCH – MAIN PLATFORM

## AMAZING INTERNATIONAL SPEAKERS

### "WHAT WOULD I ADVISE MY YOUNGER SELF"



**GUY BAKER**

Past MDRT president - USA



**DAVID BLAKE**

MDRT TOT Lifetime member

### "PROSPECTING WITH WEBINARS"



**SANJUKTA SEN BANERJEE**

TOP manager- Deputy Vice president



**MILIANA MARTEN**

TOT MDRT member Indonesia



**PANOS LELEDAKIS**

CEO & Founder IFAAcademy



**"How to have the physical energy to achieve all your goals! Avoid burn out"**

**PANOS LELEDAKIS**

CEO & Founder IFAAcademy



**"The global insurance industry through a journalist's eyes"**

**BENJAMIN ANG**

Editor - Asia Advisers Network



# PROGRAM

## 19 MARCH – MAIN PLATFORM

### THE 1ST VIRTUAL & AUGMENTED REALITY PANEL GLOBALLY

#### "INSURANCE INDUSTRY 4.0 - THE NEXT DAY"



**BONNIE GODSMAN**  
GAMA global President



**DAN LABERT**  
Nailba CEO



**FAISA STAFFORD**  
Life Happens President



**JOHN F NICHOLS**  
Past President NAIFA



**PANOS LELEDAKIS**  
CEO & Founder IFAAcademy

#### IN 2 DIFFERENT TIME ZONES

**1** 4.30- 8.30 pm HK (Hong Kong) TIME

#### TIME CONVERSION

**INDIA** : 2.00 pm - 6.00 pm

**GREECE, SOUTH AFRICA, LEBANON** : 10.30 am - 2:30 pm

**CENTRAL EUROPE** : 09:30 am - 1.30 pm

**2** 3.00 pm - 7.00 pm EST TIME

for : USA - CANADA – CENTRAL AMERICA – SOUTH AMERICA

# PROGRAM

## 19 MARCH – MAIN PLATFORM

VARIETY OF RICH EVENTS AND HAPPENINGS

WIDE RANGE OF SCIENTIFIC, SALES AND TECHNOLOGICAL TOPICS

MOTIVATION AND ENTERTAINMENT

AND 10,000\$ WORTH OF GIFTS FOR THE ATTENDEES !!



## OUR SPONSORS



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# PROGRAM

## 19 MARCH – VIP SESSIONS



**PANOS LELEDAKIS**

CEO & Founder IFAAcademy

### VIP SESSION 1

#### "The huge opportunity of business life insurance"

- 3 projects to skyrocket your production with Corporate life insurance market
- How to penetrate affluent market
- You've reached the top. Now what? Advanced strategies for further business development of top producers.

### VIP SESSION 2

#### "Advanced Internet & Content Marketing Strategies"

- How to make your reputation travel before you to the prospect and skyrocket your closing ratio
- Best personal branding practices – Make the prospects start talking and searching for you and not the other way around
- Utilize cutting edge technology and digital tools
- Clever tips to set up your necessary equipment on a low-budget

### IN 2 DIFFERENT TIME ZONES

#### VIP session 1

9.00 pm – 9.45 pm HK time  
7.30 pm – 8.15 pm EST time

#### VIP session 2

10.00 pm – 10.45 pm HK time  
8.30 pm – 9.15pm EST time

SOME SAY "ADAPT OR DIE" BUT WE SAY "ADAPT & FLY"  
THE FUTURE IS NOW!

