



GLOBAL PACIFIC  
FINANCIAL SERVICES LTD.

## Development Series Module 3B- Prospecting(Mentor Session)

Submitted by Rica Zara on May 13, 2022 - 12:00am

**Upcoming Events  
Across B.C. Region**

GREATER VANCOUVER    KOOTENAY    VANCOUVER ISLAND    THOMPSON OKANAGAN

**Advocis** >

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Join us on Tuesday, May 17, 2022, at 8:30 A.M. (PDT) for Module 3B of the Practice Development series. **Register Early!** **Register Now** **Series: Module: 3B Prospecting (Mentor Session)** **Module Three: Prospecting**

The Vancouver Island chapter will be on a first-come, first-served basis. Available spots are limited and will be on a first-come, first-served basis. Development series, focusing on skills and knowledge that newer advisors need to be successful. Modules are delivered in two parts by the same subject matter expert who will also be conducting workshops and mentor the

## Development Series

### Hosted by Advocis Vancouver Island Chapter:

- Module 1A: Business Planning: March 8, 2022
- Module 1B: Business Planning/Mentor Input: March 15, 2022
  
- Module 2A: Marketing: April 12, 2022
- Module 2B: Marketing/Mentor Input: April 19, 2022
  
- Module 3A: Prospecting: May 10, 2022
- **Module 3B: Prospecting/Mentor Input: May 17, 2022**

### Hosted by Advocis Greater Vancouver:

Source URL: <https://gva.ca/en/Events/2022-05-17/development-series-module-3b-prospecting-mentor-session>

- Module 4A: Engagement: September 13, 2022
- Module 4B: Engagement/Mentor Input: September 20, 2022
  
- Module 5A: Discovery: October 11, 2022
- Module 5B: Discovery/Mentor Input: October 18, 2022
  
- Module 6A: Needs Analysis: November 8, 2022
- Module 6B: Needs Analysis/Mentor Input: November 15, 2022

### Hosted by Advocis Greater Thompson Okanagan:

- Module 7A: Advice Delivery: December 6, 2022
- Module 7B: Advice Delivery/Mentor Input: December 13, 2022
  
- Module 8A: Fine Tuning your Financial Advisory Practice: January 10, 2023
- Module 8B: Fine Tuning your Financial Advisory Practice/Mentor