

WIFS  
6748 Wauconda Drive  
Larkspur, CO 80118

**MOTIVATION**

**NETWORKING**

**EDUCATION**

**INSPIRATION**

**RELAXATION**

MassMutual  
FINANCIAL GROUP

GUARDIAN

TRANSAMERICA  
INSURANCE & INVESTMENT GROUP

Northwestern Mutual

NEW YORK LIFE



**2005  
ANNUAL CONFERENCE**

**“WIDE OPEN  
OPPORTUNITIES...”**

**MOTIVATION**

**NETWORKING**

**EDUCATION**

**INSPIRATION**

**RELAXATION**

**ANNUAL CONFERENCE  
COLORADO SPRINGS, COLORADO  
OCTOBER 20-23**

## OPPORTUNITIES YOU DO NOT WANT TO MISS

Here's your chance to make your business grow in the direction you want. Plot your course to wide open opportunities.

If you've been in the Insurance & Financial Services Industry for awhile, here's your chance to get reenergized. It's the opportunity to network with others, listen to excellent speakers, and update your course.

If you're new in the industry, view the weekend as a learning experience. What could be more beneficial than to connect with successful women?

All this in the shadows of the beautiful Rocky Mountains near Colorado Springs, Colorado.

Consider the last time you invested in yourself. Now is the time and this is the event. Check out the Main Event Descriptions and register today to attend.

It's time to

**PLOT YOUR COURSE**

**INVEST IN YOURSELF**

**FIND YOUR OPPORTUNITIES TO BE SUCCESSFUL**

## MAIN SPEAKERS



### NEALE S. GODFREY

The best selling author of *Money Doesn't Grow on Trees*, *Money Still Doesn't Grow on Trees* brings her hilarious autobiographical tour to WIFS. Neale is an acknowledged expert on family and children's finances. She has been in the financial field for over 25 years. She began her career as one of the first female executives at The Chase Manhattan Bank, in 1972. She then became president of The First Women's Bank and founder of The First Children's Bank. Neale formed her own company, Children's Financial Network, Inc., whose mission is to educate children (and their parents) about money.



### CYNTHIA GREENAWALT-CARVAJAL

Contributing author to the New York Times bestseller, *Masters Of Networking*, and the just-released book, *Masters Of Success*, Cynthia Greenawalt-Carvajal is a senior partner of the Referral Institute and executive director of BNI-Business Network International in Fort Lauderdale. A graduate of the Wharton School of Business, she provides entrepreneurs, community leaders, sales professionals, and executives with access to extraordinary results by developing their social capital and increasing their return on relationships.



### PATRICIA VARLEY, MHS

Patricia is a national speaker and trainer, who focuses on integrating professional, personal and spiritual growth. She has successfully worked for the past 15 years with entrepreneur business owners, companies and national organizations in "Reinventing Success from the Inside Out" by "Reclaiming the Wholeness of People."



### JEANNIE COCHRAN DUBOSE, MS

Drawing on her experience as a family therapist, author, mother, and daughter, Jeannie lectures on a variety of topics related to the parent/child relationship and the power of "knowing your story." She is the author of *The Mother Daughter Dance*. Based on a book of memories made for her own mother over a decade before, both the narrative and artwork depict the completion of her transition from daughter to mother. The "dance" explores the various stages and, ultimately, the ironic and universal truths which characterize this most enduring and profound of relationships.



### SUZY WHALEY

Suzy Whaley is a class A member of the LPGA Teaching and Club Professional division, Class A member of the PGA of America and the Head Professional at Blue Fox Run, a public golf course in Avon, Connecticut. Suzy creates energy, a powerful force. With her inspirational and motivational speaking style; learn to face adversity and perform when it counts; define individual, precise goals; and discover a balance, important to their lives and their work. She was the first woman to qualify and play in an official PGA Tour event - The Greater Hartford Open - since Babe Zaharias did in 1938. Suzy was such a crowd pleaser at the WIFS 2004 conference that we asked to have her back.

## TOP PRODUCERS & PRESENTERS

Marianne McGeary, Northwestern Mutual  
Robin Weingast, MassMutual  
TransAmerica Representative

Joleen Mainz, Guardian  
Christie Mueller, New York Life

# AGENDA FOR YOUR "WIDE OPEN OPPORTUNITIES...TO SUCCESS"

## WEDNESDAY OCTOBER 19TH

6 pm – 9 pm 04-05 Board Meeting (Board of Directors Only)

## THURSDAY OCTOBER 20TH

8 am – 12 pm 04-05 Board Meeting (Board of Directors Only)

10 am – 5 pm Registration

2 pm – 5 pm "SnapDecision!" Team Building  
Sponsored by State Farm

6 pm – 8 pm Neale Godfrey  
"Tap Dancing Through the Boardroom"  
Sponsored by MassMutual

## FRIDAY OCTOBER 21ST

9 am – 11 am Top Producers Panel Breakfast

11:15 am – 12:15 pm Annual Business Meeting

12:30 pm – 2 pm Cynthia Greenawalt-Carvajal  
"Building Strategic Alliances"  
Sponsored by Northwestern Mutual

2 pm – 5 pm Suzy Whaley Golf Clinic  
Sponsored by MassMutual

6:30 pm – 9 pm WIFS 2005 Awards Gala  
Keynote: Suzy Whaley  
Sponsored by MassMutual

## SATURDAY OCTOBER 22ND

9 am – 10 am "Networking Games" Breakfast

10:15 am – 12:15 pm WIFS "Wide Open Opportunities..."  
Breakout Sessions

12:30 pm – 2 pm Patricia Varley  
"Successfully Navigating Through Change &  
Transition"  
Sponsored by Guardian

2 pm – 6 pm Free Time

6 pm – 10:30pm President's Reception, Dinner, Dessert &  
Entertainment

## SUNDAY OCTOBER 23RD

8:30 am – 10 am Breakfast  
Building 'Your Wide Open Opportunities'

10:15 am – 11:30 pm Jeannie Cochran DuBose  
"Knowing Your Story"

Adjourn

1 pm – 3 pm 05-06 Board of Directors Leadership

## MAIN EVENT DESCRIPTIONS

**"Snap Decision!"** — Join us for this energy building workshop activity to help improve communication and strategic thinking. Afraid of risk? We'll pose a number of challenges in this high-paced risk/reward thinking.

**"Tap Dancing Through the Boardroom"** — Don't miss Neale Godfrey. You'll laugh along with this colorful, larger than life "goddess of money" as she relates her mishaps, adventures, and successes.

**Energize with the "Breakfast of Champions"** — Spend two hours 'profiting' from industry **top producers**.

**"Building Strategic Alliances"** — Success in the new world of business demands a radical shift in how we approach sales and marketing, and the very way we relate to people. Learn from Cynthia Greenawalt-Carvajal how to cultivate strategic alliances in today's market.

Get inspired. Hear **Suzy Whaley's** inspirational story as we celebrate the WIFS award winners this evening.

**Breakout Session Topics** will include Marketing & Closing, WIFS Local Chapter Best Practices, Sustaining Your Business, MDRT Mentoring, Coaching with WIFS Coaches, When to Hire Staff, and Marketing with Technology.

**Patricia Varley** will help us understand the stages of transition-endings, the void, new beginnings and the feelings, opportunities, and challenges associated with them. Focusing inside first to be better prepared to navigate the external changes in your life and the world.

Don't you hate it when you leave a conference and you don't know where to start with the all the knowledge you gained? Well Sunday morning, the WIFS coaches will facilitate crafting **your individual 'Wide Open Opportunity' success action plan**.

Wrap it all up with Jeannie Cochran DuBose's powerful **"Knowing Your Story"**.

## THANKS TO OUR 2005 PLATINUM SPONSORS!



# TRAVEL TIPS

## HOTEL INFORMATION

- Cheyenne Mountain Resort, 3225 Broadmoor Valley Road, Colorado Springs, CO
- Register on-line at [www.cheyennemountain.com/reservation](http://www.cheyennemountain.com/reservation) or call (800) 428-8886. Use code registratoin code for Group Rate = 19282
- Room rate for WIFS members is \$123.00 for Single, \$133.00 for Double.
- There is a \$10 per person per day resort fee which includes bell and maid gratuities, 800 and local call access, newspaper, in-room coffee and tea, Fitness Center, and wireless internet access.

## AIRPORT

- Colorado Springs Airport is approximately 8 miles from the Cheyenne Mountain Resort.
- Major Airlines Include: Delta, American, Continental, United & America West
- Denver Airport is approximately 75 miles north of Cheyenne Mountain Resort. All major airlines fly to Denver.

## AIRPORT TRANSPORTATION

- From Colorado Springs Airport:  
Cheyenne Mountain Resort offers shuttle service to and from Colorado Springs Airport. Contact the hotel directly at (800) 428-8886 to arrange for transportation. Estimated cost \$14 each way.
- From Denver Airport:  
Contact Colorado Shuttle at (877) 587-3456 or [coloradoshuttle.com](http://coloradoshuttle.com) Estimated cost \$47 each way.

## WEATHER & HIGH ALTITUDE

The Cheyenne Mountain Resort is at the base of Cheyenne Mountain at altitude of 6500 feet above sea level. Upon arrival in Colorado, remember to eat lightly & drink plenty of water and limit physical exertion. Colorado Springs is one of the sunniest places in the country with over 300 days of sunshine. The mornings and evenings are typically mild, but they can be cool. In October, the high average is 64 degrees with a low of 36 degrees. Please bring jacket and sunscreen.

## DRESS

- Meetings, Breakfast, Lunch, & Thursday Dinner are Business Casual. No jeans, no shorts.
- Dinners on Friday & Saturday are Semi-Formal

## WIDE OPEN OPPORTUNITIES REGISTRATION

**PAYMENT INFORMATION** | Pay by credit card and fax OR mail check to:

**PHONE** | (303) 681-9777 **FAX** | (303) 681-3221  
**MAIL** | WIFS, 6748 Wauconda Drive, Larkspur, CO 80118

### ATTENDEE INFORMATION

Name: \_\_\_\_\_  
Designations: \_\_\_\_\_  
Badge Name: \_\_\_\_\_  
Company \_\_\_\_\_  
Name of Guest(s): \_\_\_\_\_  
Address: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
Telephone: \_\_\_\_\_  
Email: \_\_\_\_\_

Are you a current WIFS member?  
 Yes  No  
Local Chapter: \_\_\_\_\_

Are you a member at large?  
 Yes  No

Please indicate if you are a present or past Local Chapter President  
 Current  Past

Indicate if this your first time at WIFS National Conference

Indicate if special accommodations are required to fully participate. (Attach written description of needs)

Please advise of others who need a roommate

### PAYMENT INFORMATION

Name as it appears on credit card:

Credit Card Billing Address:

Mastercard  Visa  AmEx Exp. Date: \_\_\_\_\_  
Credit Card #: \_\_\_\_\_

Signature: \_\_\_\_\_

### TICKET INFORMATION

**Conference registration fees includes all meals & activities unless otherwise indicated.** Hotel Reservations are made separately. See Hotel Information.

Please Circle:  
Early Bird (by 9/15/05) WIFS Members: \$350 Non-members: \$500  
After 9/15/05 WIFS Members: \$425 Non-members: \$650

Subtotal \$ \_\_\_\_\_

Please Indicate Date & Time of Arrival \_\_\_\_\_ & Indicate Your Attendance to Events & # of Guests

<b>Thursday 10/20</b>	Team Building 2 – 5pm	<input type="checkbox"/>	not available for guests
	Opening Keynote Dinner	<input type="checkbox"/>	_____ x \$40 = \$ _____
	Breakfast – Top Producers	<input type="checkbox"/>	_____ x \$16 = \$ _____
	Lunch – Speaker	<input type="checkbox"/>	_____ x \$20 = \$ _____
	Awards Banquet – Dinner	<input type="checkbox"/>	_____ x \$40 = \$ _____
<b>Friday 10/21</b>	Breakfast – Networking	<input type="checkbox"/>	_____ x \$16 = \$ _____
	Lunch – Speaker	<input type="checkbox"/>	_____ x \$20 = \$ _____
	Golf Clinic	<input type="checkbox"/>	not available for guests
	President’s Dinner	<input type="checkbox"/>	_____ x \$50 = \$ _____
<b>Saturday 10/22</b>	Breakfast	<input type="checkbox"/>	_____ x \$16 = \$ _____
			Subtotal for Guests \$ _____
<b>Sunday 10/23</b>			

### OUTSIDE ACTIVITIES:

Please indicate your participation in any of the three outside options as groups. These will be available between 2pm – 6pm on Saturday. These are not included in the Registration.

Garden of the Gods Tour 3hrs. \_\_\_\_\_ x \$26 = \$ \_\_\_\_\_  
City Shopping – Old Colorado City 3hrs. \_\_\_\_\_ x \$26 = \$ \_\_\_\_\_  
Yoga/Exercise Class 1 hr. \_\_\_\_\_ x \$20 = \$ \_\_\_\_\_

Subtotal Activities \$ \_\_\_\_\_

**Total Registration, Guest Events and Outside Activities:** \$ \_\_\_\_\_

### CANCELLATION POLICY

Cancellations received after October 1, 2005 will not be refunded. Forfeited fees cannot be applied to future meetings. Cancellations must be in writing.

