

# ATS “2023” CHICAGO



## THE BULLMARKET AGENDA

Wednesday Sept. 13

**Registration - 5<sup>th</sup> Floor**

Noon- 5pm

**Welcome Reception 5<sup>th</sup> Floor**  
**Chicago Ballroom (F G & H)**

6:00 pm- 10:00 pm

**Mike Tipsord and Kristyn Cook (6:30pm- 7:00pm)**

## **Thursday Sept. 14**

<b>Breakfast (On your own)</b>	7:00am-8:30am
<b>Welcome to ATS 2023</b> <b>Prayer, Pledge, Black National Anthem</b>	8:45am-9:00am
<b>Introduction of Speaker</b>	9:00am-9:05am
<b>Don't blow your draft picks: Recruit and coach your MJ's to build a Championship team</b>	
Steve Wilmer	9:05am-10:15am
<b>Break</b>	10:15am-10:30am
<b>A Word from our Platinum Sponsor - Enterprise</b>	10:30am-10:45am
<b>It's a basic layup with Auto Production"</b>	
Agent Mike Williams	10:45am- 12:00pm
<b>Lunch</b>	12:00pm – 1:00pm
<b>Slam Dunkin Life Production for Travel &amp; Beyond</b>	1:05pm- 2:05pm
Agents Tenyiah Simmons-Patterson and Jason Barnes	

### **BREAKOUTS**

**(2:10-3:10 – 3:15-4:15 attend 2 sessions)**

#### **Management 101 "Office Systems/Processes**

Agent Jason Barnes, Agent EJ Silvers

#### **Put on a Full Court Press with Digital Marketing and ECRM (101 Getting Started)**

LaShawn Hawkins

#### **Put on a Full Court Press with Digital Marketing (200 Level and beyond)**

Walt Bauldrick

#### **Hitting 3 Pointers with Jackson Annuities**

Agent Marlon Hall

#### **Tax Mitigation Strategies**

Alton Bell, CPA

**Buses will depart @ 5:45pm for the Rooftop Experience**

**SPONSORED by HERTZ**  
**ENTERTAINMENT provided by UNCLE NEAREST**  
**VU Rooftop**  
**133 E Cermak Rd**  
**Chicago, IL**

**Friday Sept. 15 2023**

<b>Breakfast (On your own)</b>	7:30am- 8:45am
<b>Call the Coaches-What's your Question?</b>	9:00am- 10:00am
<b>A question &amp; answer sharing segment among agents - (2 min max for each)</b>	
<b>A Word form our Diamond Sponsor - Hertz</b>	10:00am-10:15am
<b>Break</b>	10:15am-10:30am
<b>Introduction of Speaker</b>	10:30am-10:35am
<b>Creating your Dynasty with Legacy building &amp; Estate Planning</b>	10:35am- 11:35am
<b>A 4-peat when you build Generational wealth!!! Atty. Ernest P. Fenton</b>	
<b>Wrap up and Sponsor Awards</b>	11:35am – 12:00pm
<b>ATS 2024 Presentation</b>	12:00am- 12:10pm
<b>Lunch</b>	12:10pm-1:10pm

**BREAKOUTS**

**(1:10-2:10 – 2:15-3:15 attend 2 sessions)**

**Stay in the Paint with Wellness and Great Mental Health**

Dr. Eric Prince, Dr. Tonya Roberson

**Alley-Oop Your Mgmt 101 "Office Systems/Processes**

Agents: Jason Barnes & EJ Silvers

**Put on a Full Court Press with Digital Marketing (101 Getting Started)**

LaShawn Hawkins

**Put On a Full Court Press with Digital Marketing (200 level and Beyond)**

Walt Bauldrick

**Nuthin' But Net with Commercial Insurance**

Agents Valinda Burks and Mike Johnson

**Make it to the FINALS with Rocket Mortgage- Agent success testimonials with current interest rates**

Alfred Rama and Courtney Noe

**WINE TASTING COURTESY OF MICHAEL LAVELLE WINES**

**HOSPITALITY SUITE**

**5:30pm - 6:30pm**

**RED & BLACK EXPERIENCE begins at 7:00 pm (SPONSORED BY ENTERPRISE)**