



The professional association for those
who give and support financial advice

LIA 2011 Seminars & Events

Develop. Progress. Succeed.



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Welcome



I am delighted to introduce our inaugural LIA Events Brochure which brings together all the seminars and events LIA will hold throughout 2011.

LIA's mission is "to improve the competence, standing and success of those who give and support financial advice" and the seminars and events we hold nationwide are a key part of our efforts to fulfil this mission. These seminars and events are designed to enhance the knowledge and skills members have already gained through educational courses and the experience they have built up through their time in the Financial Services Industry.

Once again we are holding over 50 CPD Seminars across our eight regions, together these seminars represent 100+ formal CPD hours. Through formal CPD hours those who have qualified in the past remain as knowledgeable as those who qualify today, in an industry that is constantly evolving and adopting new and ever more stringent regulations. Thus you maintain your accreditation, your designation, your licence to trade, in compliance with the Financial Regulator's Minimum Competency Requirements.

These are tough, difficult, and trying times for our industry, but with the right mindset you can develop, progress, and be more successful even in this turbulent environment. In order to re-energise, inspire and motivate you, we are also holding Non CPD seminars and events both nationally and regionally. The LIA National Sales Day 2011, being held on Thursday, February 24th, is our flagship event and we are extremely proud of the line-up of speakers organised for this conference. The Non CPD seminars and workshops (for example our Sales Idea Sharing Workshops) being held across our eight regions can also help you develop the softer skills that can assist you in making positive changes in your work practices and can give you an edge over your competitors. I would suggest that while CPD seminars keep you compliant Non CPD seminars can make the difference between limp progress and success.

All our events bring with them excellent opportunities to network with other practitioners in the industry. None more so than the LIA Golf Society, whose golf outings

for 2011 provide our members with the opportunity to invite non members (clients, potential clients, colleagues etc) as guests.

I would like to take the opportunity to thank our volunteers on the National Committee and our eight Regional Committees for the time they put into developing such a fine programme of CPD Seminars. Our Regional Committees are also in the midst of developing the programme of Non-CPD workshops and events that will be run nationwide throughout the year – these will be communicated to you via our monthly Regional Seminar and Event emails. The LIA National Sales Day would not happen without the hard work and commitment of the National Sales Day Committee. The LIA Golf Society Committee has once again procured an impressive line-up of outings.

Once you have reviewed the seminars and events in this brochure I think you will agree that these committees have created tremendous opportunities for our members throughout the coming year to attain their Annual CPD Requirements, to develop both personally and professionally and to network with likeminded practitioners within the industry.

I encourage you to book your place on any events that interest you, particularly our National Sales Day, as soon as possible to avoid disappointment.

On behalf of LIA, I wish you the best both personally and professionally for 2011.

Pat O'Sullivan
Chief Executive

LIA NATIONAL SALES DAY 2011

The Three Rs:
Reinvention
Referral
Recovery



The professional association for those who give and support financial advice

THURSDAY 24TH FEBRUARY 2011

IMI Conference Centre,
Sandyford Road, Dublin 16

MESSAGE FROM THE PRESIDENT



I am delighted to invite you to our fifth National Sales Day, to be held on Thursday, February 24th 2011.

Every LIA National Sales Day to date has seen capacity crowds cross the threshold of the IMI to be captivated, motivated, stimulated and often educated by the entertaining and inspiring speakers from home and abroad. This year's line-up of speakers is exceptional and I have no doubt they will generate resoundingly positive feedback from those who attend.

The theme of this year's National Sales Day is "The Three Rs: Reinvention, Referrals, Recovery" - very appropriate given the difficult economic climate in which we find ourselves. Our National Sales Day is the perfect opportunity for you to take a step back from your day-to-day work and to re-think, re-energise and re-motivate yourself - not to mention an opportunity to stock-up on new ideas which could help your business in 2011.

LIA National Sales Day also gives you the opportunity to network and to share your knowledge, experiences and sales ideas with friends and colleagues in the industry – a principle at the heart of LIA since its foundation 32 years ago.

I urge you to make a calculated investment for 2011 and to book your tickets for LIA's National Sales Day now – at only €110 per ticket this event represents extraordinary value for money, and I guarantee the return will be worth it!

I look forward to seeing you on February 24th 2011 in the IMI.

Ivan Kennedy
LIA President 2011

P.S. You are advised to book early to avoid disappointment! Demand for our 2010 NSD was so great we had to put a long waiting list in place.

The Venue

IMI Conference Centre, Sandyford Road, Dublin 16

Date & Time

Thursday 24th February 2011

9am-9.45am	Refreshments and Registration
10am	Seminar Commences
12pm	Lunch Commences
4pm	Seminar Concludes

How to Register

See the enclosed booking form,
or download a copy from the website

www.lia.ie

Speakers

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LIA National Sales Day 2011 LIA 2011 Seminars & Events



Dan Allision

US based, Dan sold his first company for millions while still in his twenties. Much of the growth of his first company was attributed to the same strategies he now teaches – that gaining a better understanding of clients will lead to an incredible referral relationship. By using Dan's easy-to-implement strategies, attendees will see big improvements in their referral relationships and their bottom line.



Dr John Fitzgerald

John Fitzgerald is a Research Professor with the Economic and Social Research Institute (ERSI) in Dublin working on macro-economic and energy policy. John will bring a unique independent insight into the current Economic climate. Recovery is the way forward.



Kevin Kelly

Kevin Kelly is an Internationally acclaimed Motivational Speaker and authority on entrepreneurship, leadership, sales, creativity and personal excellence. Kevin engages people one hundred per cent in his interactive experiences. His results speak for themselves. Kevin weaves his magic with a cocktail of exercises, information and stories based on his unique experiences around the world. Kevin will show you ways to reinvent yourself and generate new business.



Sean Gallagher

Sean is best known as an entrepreneur, and the founder and CEO of Ireland's largest home technology company, Smarthomes. He believes that success is available to anyone who chooses it and works at it. His passion in life now involves working with and helping other people to grow and achieve success in business and in their own lives.



Seán Weafer

Seán Weafer is a leading international speaker and has a 25 year background in sales and leadership. Learn the methods of successful networking; from how to 'read' a room, identify opportunities, handle a networking conversation, probe for business, and then follow-up to sell. A presentation not to be missed.



Maurice Hedderman
MC for the day

Maurice is well known to most LIA Members. In 2007 Maurice established Hedderman Financial Solutions Ltd. He has served on the LIA Board of Directors and was LIA President 2007. As MC for the day, Maurice will bring his unique sense of humour to the event and will ensure that the day is informative, relaxing but most of all, enjoyable.

Booking Form

LIA National Sales Day 2011

Date: Thursday 24th February 2011

Venue: IMI Conference Centre, Sandyford Road, Dublin 16

Time: Registration/Refreshments 9am-9.45am Seminar 10am-4pm

Name Company

Address

.....

.....

Tel Membership No.

Email

I wish to book tickets for the LIA National Sales Day 2011 at €110 per ticket

This is the flagship motivational & sales idea sharing event in our calendar. In recognition of the current environment, LIA is pleased to financially support this year's National Sales Day, so we can offer it at the extremely attractive ticket price of €110 per person.

Total debit from debit/credit card Cheque enclosed

Card details are as follows:

Card No Expiry Date:

Security Code: Signed

(Last 3 digits on signature strip)

In all cases where a Company Group Payment arrangement exists this section must be completed and signed by the authorised signatory before a booking can be accepted and processed.

Company Name

Authorised by: Date:

Please complete and return together with your remittance to:

LIA, 183 Kimmage Road West, Dublin 12 (or Fax: 01 455 4530 credit card payments only)



The professional association for those who give and support financial advice

Promoting sales excellence and MDRT



“Good business comes from knowing your clients needs, and having the skills and knowledge to resolve them.

Every year I travel from the UK to attend the LIA sales conference because it affirms that our role is more than just technical advice, it is about combining knowledge with a humanity to make a difference in the lives of our clients and in the communities in which we live and work.”

Steve Horswell, Protocol Capital Management Ltd, Devon, England

“The National Sales Day is a must for me. It reinforces my commitment to my business. I always leave the event with a few thoughts and ideas that help me realise the value of the service I bring to my clients. Considering where we are as a nation, I look forward to a most positive day each year”

Fergal Cormican, Cormican Life & Pensions, Limerick

“Attendance at the National Sales Day is the first logical step in re-energising and re-focusing on your business. A day away from the office, with high calibre speakers from Ireland and abroad leaves me with a spring in my step each year. Hugely positive.”

Kevin Fitzsimons, Pensions and Area Development Manager, Canada Life, Cork

Non-CPD Seminars & Workshops

CPD is a requirement – if you don't gain the requisite number of formal CPD hours you lose your licence to advise and sell in the Financial Services Industry. LIA's Non-CPD events are NOT a requirement. But for LIA members seeking to advance, beyond the minimum, they are essential!

The environment our industry operates in is in turmoil and disarray. For everyone in the industry these are harsh, demanding, and frustrating times. However, cultivate the energy, inspiration and motivation offered at LIA's Non-CPD seminars and workshops, and you can benefit from a more positive outlook. Nurture the ideas and softer skills presented at these events and you can re-develop your work practices and gain an advantage over your competitors. Despite the current industry environment you can find success.

Those who attend the LIA National Sales Day have always enthused about the impact the day has on them, personally (motivating and energising), and on their business and career (sales ideas and networking opportunities). Our Non-CPD Seminars were developed as an expansion of the aims of the LIA National Sales Day, in order to provide similar benefits to members at a regional level.

Thanks to the support of LIA's Board of Directors, this will be the third year we have run regional Non-CPD seminars and workshop. We look forward to once again providing a high calibre programme of Non-CPD events. The eight Regional Committees will decide on their Non-CPD programme based on what is most in demand and beneficial to members. Events will be announced as they become available via the Seminars and Events Circular emailed monthly to members.

If you have yet to attend a Non-CPD event seek out a member who has and ask them if they would recommend it. Attend, and afterwards you will recommend others to attend.

Nurture the ideas and softer skills presented at these events and you can re-develop your work practices and gain an advantage over your competitors.

CPD Seminars

∞

CPD Seminars LIA 2011 Seminars & Events

LIA's National Committee and eight Regional Committees have set up a National Programme of CPD Seminars for 2011, to be held across the eight regions. During 2011, there are over 50 CPD Seminars, offering 100+ hours, to help you meet your formal CPD requirements. There are a minimum of 6 CPD Seminars per region with most holding 7!

We will hold two Roadshows as part of our programme of CPD Seminars. In our *Economic and Pensions Roadshow* Jim Power will present his economic view and David Malone, of the Pensions Board, will cover Pensions Regulation. Our *Investments and Compliance Roadshow* will feature Gary Connolly on Investments and Evelyn Hanrahan / Fergus Bradley* on Compliance. These Roadshows will visit each of our eight regions and are an excellent starting point towards achieving your annual CPD requirements.

Booking forms for all our CPD Seminars can be found at the end of the Events Brochure. Book all the CPD Seminars in your region by January 18th 2011 and get 1 CPD Seminar FREE.

*The speaker will be either Evelyn Hanrahan or Fergus Bradley depending on the region.

Relevance of CPD

All LIA members, regardless of designation or accreditation, are entitled to attend all CPD Seminars. Indeed, from an educational perspective, we would encourage members to attend Seminars dealing with topics with which they are unfamiliar. However, from a CPD perspective, members need to satisfy themselves that events they attend (or MyCPD modules they complete) are relevant to their designation and/or to categories in which they are accredited, particularly when logging their hours online or completing their Annual Return.

In other words, CPD Members (i.e. "Grandfathered Individuals") who are only accredited in the "Housing Loans & Associated Insurances" category (under the Financial Regulator's MCR) should complete CPD relevant to the knowledge requirements set out for that category of product. While they are free to undertake CPD relevant to other categories of product e.g. topics relevant only to say, "Savings and Investment, Pensions" etc., they obviously do so for the purposes of advancing their knowledge in other areas of the industry and they should not include these CPD hours on their annual CPD Return. Likewise, QFAs should ensure they do not claim CPD for General Insurance Modules or events, unless they hold the Bridge Examination in General Insurance Policies.

Individuals should also ensure that they do not claim for events in their annual return that cover the same material. For example, if you complete the MyCPD AML module and an in-company AML training seminar or online module that covers the same material, then only one of these events should be counted.

Should LIA become aware of a member claiming non-relevant or duplicate CPD hours for a Seminar or MyCPD module, those hours will be removed from the member's annual return which could lead to a shortfall in CPD requirements and ultimately the removal of that member's designation and loss of accreditation.

Members should refer to their CPD Guidelines & Regulations for further information on relevant CPD and rules regarding failure to comply (these can be downloaded from the Reference Library in 'Your LIA').

The following are the categories of Retail Financial Products as set out in the Financial Regulator's Minimum Competency Requirements document.

- (1) Life Assurance Protection Policies
- (2) General Insurance Policies
- (3) Shares and Bonds and other Investment Instruments
- (4) Savings, Investments and Pension Products
- (5) Housing Loans and Associated Insurances
- (6) Consumer Credit and Associated Insurances

QFA with Bridge = CPD hours for general insurance topics can only be claimed if a QFA also holds the Bridge Examination for General Insurance Policies

From a CPD perspective, members need to satisfy themselves that events they attend are relevant to their designation and/or to categories in which they are accredited

LIA Cork Region CPD Programme Booking Form

Please use **BLOCK CAPITALS**.

LIA Member Number _____

Forename(s) _____ Surname _____

Address _____

Tel. no. _____ E-mail _____

LIA Cork CPD Seminars can be booked at a cost of €35.00 per Seminar. Seminar 1 is free. Book Seminars 2-6 and get 1 FREE, total cost of €175.00. Please tick the seminars you wish to attend.

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CPD Seminars LIA 2011 Seminars & Events

Seminar Date	Topic and Speaker	CPD	CPD Categories	Tick
1 Tuesday 25th January 2011	Budget Update – Bernard Doherty	1 hr	1, 3, 4, 5, 6	<input type="checkbox"/>
	2011 CPD Seminar Update and Handover of Chain of Office			
	Venue: Imperial Hotel, Cork – Cost: Free Registration: 5.00pm. Seminar: 5.30pm – 6.45pm.			
2 Tuesday 15th February 2011	Opportunities in the Protection Market – Brian Grimes	1 hr	1, 5, 6	<input type="checkbox"/>
	Income Protection – Karen Gallagher	1 hr	1, 5, 6	
	Venue: Rochestown Park Hotel, Cork Registration: 10.00am. Seminar: 10.30am – 12.30pm.			
3 Tuesday 29th March 2011	Investments – Gary Connolly	1 hr	3, 4	<input type="checkbox"/>
	Compliance – Evelyn Hanrahan	1 hr	1, 2, 3, 4, 5, 6	
	Venue: Clarion Hotel, Lapp's Quay, Cork Registration: 10.00am. Seminar: 10.30am – 12.30pm.			
4 Tuesday 19th April 2011	Pensions – Aidan McLoughlin	1 hr	3, 4	<input type="checkbox"/>
	Collaborative Law – Patricia Mallon	1 hr	1, 3, 4, 5, 6	
	Venue: Clarion Hotel, Lapp's Quay, Cork. Registration: 5.00pm. Seminar: 5.30pm – 7.30pm.			
5 Tuesday 13th September 2011	Pensions Regulation – David Malone	1 hr	3, 4	<input type="checkbox"/>
	Economic View – Jim Power	1 hr	1, 3, 4, 5, 6	
	Venue: Rochestown Park Hotel, Cork Registration: 10.00am. Seminar: 10.30am – 12.30pm.			
6 Tuesday 18th October, 2011	Pensions (Integration with Private Retirement Provision) – James Skehan	1 hr	3, 4	<input type="checkbox"/>
	Social Welfare Update – Ciara O'Connor	1 hr	1, 3, 4, 5, 6	
	Venue: Rochestown Park Hotel, Cork Registration: 10.00am. Seminar: 10.30am – 12.30pm.			
7 Tuesday 15th November 2011	Anti Money Laundering – Fergus Bradley	1 hr	1, 2, 3, 4, 5, 6	<input type="checkbox"/>
	Data Protection – Office of Data Protection Commissioner	1 hr	1, 2, 3, 4, 5, 6	
	Venue: Clarion Hotel, Lapp's Quay, Cork. Registration: 5.00pm. Seminar: 5.30pm – 7.30pm.			
All fees are non-refundable and non-transferable.				€

Cheque Payment

Cheque enclosed for € _____ (amount) Signature _____ Date _____

Credit/Debit Card Payment

Cardholders name _____ Amount € _____

Please debit my card in respect of LIA Membership Fees € _____ My card details are VISA MASTERCARD LASER/MAESTRO

Card no. _____ Expiry date _____ Credit card security code
(last three digits on the back of the card).

Signature _____ Date _____

Company Group Payment Scheme

In all cases where a Company Group Payment Scheme exists, this section must be completed and signed by the authorised signatory before a booking can be accepted and processed.

Name of employee: _____ Payment authorised by: _____
(PLEASE PRINT NAME)

Company Name & Address: _____

Signature of authorisation: _____ (authorised signatory on group authorisation form)

To be returned with payment to: LIA, 183 Kimmage Road West, Dublin 12; or by fax to 01 4554530.



Disclaimer:

Seminar details are correct at time of going to press but are subject to change. LIA members will be notified of any changes as they arise via our monthly Seminar & Events email communication. Please consult the LIA website, www.lia.ie, during the year for confirmation of details.

Members should refer to their CPD Guidelines & Regulations for further information on relevant CPD and rules regarding failure to comply (these can be downloaded from the Reference Library in 'Your LIA').

The following are the categories of Retail Financial Products as set out in the Financial Regulator's Minimum Competency Requirements document

- (1) Life Assurance Protection Policies
- (2) General Insurance Policies
- (3) Shares and Bonds and other Investment Instruments
- (4) Savings, Investments and Pension Products
- (5) Housing Loans and Associated Insurances
- (6) Consumer Credit and Associated Insurances

QFA with Bridge = CPD hours for general insurance topics can only be claimed if a QFA also holds the Bridge Examination for General Insurance Policies

LIA Dublin Region CPD Programme Booking Form

Please use **BLOCK CAPITALS**.

LIA Member Number _____

Forename(s) _____ Surname _____

Address _____

Tel. no. _____ E-mail _____

LIA Dublin CPD Seminars can be booked at a cost of €35.00 per Seminar. Book all 7 Seminars and get 1 FREE, total cost of €210.00.
Please tick the seminars you wish to attend.

Seminar Date	Topic and Speaker	CPD	CPD Categories	Tick
1 Monday 24th January 2011	Investment Strategies – Niall Tinney, Paul Armson, Patrick O'Sullivan, Graham Fox	2 hrs	3, 4	<input type="checkbox"/>
	Handover of the Chain of Office			
	Venue: IMI Conference Centre, Sandyford Road, Dublin 16 Registration: 4.30pm. Seminar: 5.00pm – 7.00pm.			
2 Monday 21st March 2011	Pensions Regulation – David Malone	1 hr	3, 4	<input type="checkbox"/>
	Economic View – Jim Power	1 hr	1, 3, 4, 5, 6	
	Venue: IMI Conference Centre, Sandyford Road, Dublin 16 Registration: 4.30pm. Seminar: 5.00pm – 7.00pm.			
3 Monday 18th April 2011	Income Replacement in Sickness & Death – Brian Grimes, Jean Larkin, Brian Allen	2 hrs	1, 5, 6	<input type="checkbox"/>
	Venue: IMI Conference Centre, Sandyford Road, Dublin 16 Registration: 4.30pm. Seminar: 5.00pm – 7.00pm.			
4 Monday 12th September 2011	Investments – Gary Connolly	1 hr	3, 4	<input type="checkbox"/>
	Compliance – Fergus Bradley	1 hr	1, 2, 3, 4, 5, 6	
	Venue: IMI Conference Centre, Sandyford Road, Dublin 16 Registration: 4.30pm. Seminar: 5.00pm – 7.00pm.			
5 Monday 10th October 2011	Pension Opportunities – James Skehan, Tony Doyle, Gerry Devitt	2 hrs	3, 4	<input type="checkbox"/>
	Venue: IMI Conference Centre, Sandyford Road, Dublin 16 Registration: 4.30pm. Seminar: 5.00pm – 7.00pm.			
6 Monday 7th November 2011	Succession and Estate Planning – Clive Reynolds	1 hr	1, 3, 4, 5	<input type="checkbox"/>
	Collaborative Law – Representative of ACP	1 hr	1, 3, 4, 5, 6	
	Venue: IMI Conference Centre, Sandyford Road, Dublin 16 Registration: 4.30pm. Seminar: 5.00pm – 7.00pm.			
7 Monday 12th December 2011	Budget Update – Bernard Doherty, Dermot O'Leary	2 hrs	1, 3, 4, 5, 6	<input type="checkbox"/>
	Venue: IMI Conference Centre, Sandyford Road, Dublin 16 Registration: 5.00pm. Seminar: 5.30pm – 7.30pm.			
All fees are non-refundable and non-transferable.				€

Cheque Payment

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Credit/Debit Card Payment

Cardholders name _____ Amount € _____

Please debit my card in respect of LIA Membership Fees € _____ My card details are VISA MASTERCARD LASER/MAESTRO

Card no. _____ Expiry date _____ Credit card security code
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Signature _____ Date _____

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(PLEASE PRINT NAME)

Company Name & Address: _____

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- (6) Consumer Credit and Associated Insurances

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LIA Limerick Region CPD Programme Booking Form

Please use **BLOCK CAPITALS**.

LIA Member Number _____

Forename(s) _____ Surname _____

Address _____

Tel. no. _____ E-mail _____

LIA Limerick CPD Seminars can be booked at a cost of €30.00 per Seminar. Book 7 Seminars and get 1 FREE, total cost of €180.00.
Please tick the seminars you wish to attend.

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CPD Seminars LIA 2011 Seminars & Events

Seminar Date	Topic and Speaker	CPD	CPD Categories	Tick
1 Monday 14th February 2011	Economic Outlook – Mary Sadlier	1 hr	1, 3, 4, 5, 6	<input type="checkbox"/>
	Budget Update – Paul Nestor	1 hr	1, 3, 4, 5, 6	
	Venue: Clarion Hotel, Steamboat Quay, Limerick Registration: 9.30am. Seminar: 10.00am – 12.00noon			
2 Monday 28th March 2011	Investments – Gary Connolly	1 hr	3, 4	<input type="checkbox"/>
	Compliance – Evelyn Hanrahan	1 hr	1, 2, 3, 4, 5, 6	
	Venue: Clarion Hotel, Steamboat Quay, Limerick Registration: 9.30am. Seminar: 10.00am – 12.00noon			
3 Monday 18th April 2011	Protection – Back to Basics – Jenifer Cunningham	1 hr	1, 5, 6	<input type="checkbox"/>
	Protection Underwriting – Case Studies – Michael Shelley	1 hr	1, 5, 6	
	Venue: Clarion Hotel, Steamboat Quay, Limerick Registration: 9.30am. Seminar: 10.00am – 12.00noon			
4 Monday 16th May 2011	Investments – Portfolio Construction – Richard Temperley	1 hr	3, 4	<input type="checkbox"/>
	Alternative Asset Classes – Niall Tinney	1 hr	3, 4	
	Venue: Clarion Hotel, Steamboat Quay, Limerick Registration: 9.30am. Seminar: 10.00am – 12.00noon			
5 Monday 12th September 2011	Pensions Regulation – David Malone	1 hr	3, 4	<input type="checkbox"/>
	Economic View – Jim Power	1 hr	1, 3, 4, 5, 6	
	Venue: Clarion Hotel, Steamboat Quay, Limerick Registration: 9.30am. Seminar: 10.00am – 12.00noon			
6 Monday 10th October 2011	Pensions – Pre/Post Retirement – Jim Connolly	1 hr	3, 4	<input type="checkbox"/>
	Self Directed Options/Alternatives to Cash – Aidan McLoughlin	1 hr	3, 4	
	Venue: Clarion Hotel, Steamboat Quay, Limerick Registration: 9.30am. Seminar: 10.00am – 12.00noon			
7 Monday 7th November 2011	Anti Money Laundering – Aodhan Henderson	1 hr	1, 2, 3, 4, 5, 6	<input type="checkbox"/>
	Role of the Financial Services Ombudsman – Fin. Services Ombudsman Office	1 hr	1, 2, 3, 4, 5, 6	
	Venue: Clarion Hotel, Steamboat Quay, Limerick Registration: 9.30am. Seminar: 10.00am – 12.00noon			
All fees are non-refundable and non-transferable.				€

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- (6) Consumer Credit and Associated Insurances

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LIA Midlands Region CPD Programme Booking Form

Please use **BLOCK CAPITALS**.

LIA Member Number _____

Forename(s) _____ Surname _____

Address _____

Tel. no. _____ E-mail _____

LIA Midlands CPD Seminars can be booked at a cost of €30.00 per Seminar. Book 6 Seminars and get 1 FREE, total cost of €150.00.
Please tick the seminars you wish to attend.

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CPD Seminars LIA 2011 Seminars & Events

Seminar Date	Topic and Speaker	CPD	CPD Categories	Tick
1 Wednesday 26th January 2011	Succession and Estate Planning – Clive Reynolds	1 hr	1, 3, 4, 5	<input type="checkbox"/>
	Tax Planning – Sonia McEntee	1 hr	1, 3, 4, 5, 6	
	Venue: Mullingar Park Hotel, Marlinstown, Dublin Road, Mullingar Registration: 3.00pm. Seminar: 3.30pm – 5.30pm			
2 Wednesday 6th April 2011	Role of Pensions Board – David Malone	1 hr	3, 4	<input type="checkbox"/>
	Economic View – Jim Power	1 hr	1, 3, 4, 5, 6	
	Venue: Mullingar Park Hotel, Marlinstown, Dublin Road, Mullingar Registration: 3.00pm. Seminar: 3.30pm – 5.30pm			
3 Wednesday 18th May 2011	Personal Debt Management and Debt Enforcement – Eugene McDarby	1 hr	5, 6	<input type="checkbox"/>
	Collaborative Law – Representative of ACP	1 hr	1, 3, 4, 5, 6	
	Venue: Mullingar Park Hotel, Marlinstown, Dublin Road, Mullingar Registration: 3.00pm. Seminar: 3.30pm – 5.30pm			
4 Wednesday 14th September 2011	Investments – Gary Connolly	1 hr	3, 4	<input type="checkbox"/>
	Compliance – Fergus Bradley	1 hr	1, 2, 3, 4, 5, 6	
	Venue: Mullingar Park Hotel, Marlinstown, Dublin Road, Mullingar Registration: 3.00pm. Seminar: 3.30pm – 5.30pm			
5 Wednesday 12th October 2011	Developments in the Protection Market – Conor Sweeney, Stephen Lane	2 hrs	1, 5, 6	<input type="checkbox"/>
	Venue: Mullingar Park Hotel, Marlinstown, Dublin Road, Mullingar Registration: 3.00pm. Seminar: 3.30pm – 5.30pm			
6 Wednesday 14th December 2011	Pensions Update – James Caron	1 hr	3, 4	<input type="checkbox"/>
	Social Welfare Update – Ciara O'Connor	1 hr	1, 3, 4, 5, 6	
	Venue: Mullingar Park Hotel, Marlinstown, Dublin Road, Mullingar Registration: 3.00pm. Seminar: 3.30pm – 5.30pm			

All fees are non-refundable and non-transferable. €

Cheque Payment

Cheque enclosed for € _____ (amount) Signature _____ Date _____

Credit/Debit Card Payment

Cardholders name _____ Amount € _____

Please debit my card in respect of LIA Membership Fees € _____ My card details are VISA MASTERCARD LASER/MAESTRO

Card no. _____ Expiry date _____ Credit card security code
(last three digits on the back of the card).

Signature _____ Date _____

Company Group Payment Scheme

In all cases where a Company Group Payment Scheme exists, this section must be completed and signed by the authorised signatory before a booking can be accepted and processed.

Name of employee: _____ Payment authorised by: _____
(PLEASE PRINT NAME)

Company Name & Address: _____

Signature of authorisation: _____ (authorised signatory on group authorisation form)

To be returned with payment to: LIA, 183 Kimmage Road West, Dublin 12; or by fax to 01 4554530.



Disclaimer:

Seminar details are correct at time of going to press but are subject to change. LIA members will be notified of any changes as they arise via our monthly Seminar & Events email communication. Please consult the LIA website, www.lia.ie, during the year for confirmation of details.

Members should refer to their CPD Guidelines & Regulations for further information on relevant CPD and rules regarding failure to comply (these can be downloaded from the Reference Library in 'Your LIA').

The following are the categories of Retail Financial Products as set out in the Financial Regulator's Minimum Competency Requirements document

- (1) Life Assurance Protection Policies
- (2) General Insurance Policies
- (3) Shares and Bonds and other Investment Instruments
- (4) Savings, Investments and Pension Products
- (5) Housing Loans and Associated Insurances
- (6) Consumer Credit and Associated Insurances

QFA with Bridge = CPD hours for general insurance topics can only be claimed if a QFA also holds the Bridge Examination for General Insurance Policies

LIA Northeast Region CPD Programme Booking Form

Please use **BLOCK CAPITALS**.

LIA Member Number _____

Forename(s) _____ Surname _____

Address _____

Tel. no. _____ E-mail _____

LIA Northeast CPD Seminars can be booked at a cost of €35.00 per Seminar. Book 6 Seminars and get 1 FREE, total cost of €175.00.
Please tick the seminars you wish to attend.

Seminar Date	Topic and Speaker	CPD	CPD Categories	Tick
1 Tuesday 18th January 2011	Budget Update – Sandra Clarke	1 hr	1, 3, 4, 5, 6	<input type="checkbox"/>
	Economic Overview – Mary Sadler	1 hr	1, 3, 4, 5, 6	
	Venue: City North Hotel, Gormanstown, Co Meath Registration: 4.30pm. Seminar: 5.00pm – 7.00pm			
2 Tuesday 15th February 2011	Succession and Estate Planning – Clive Reynolds	1 hr	1, 3, 4, 5	<input type="checkbox"/>
	Collaborative Law – Representative of ACP	1 hr	1, 3, 4, 5, 6	
	Venue: City North Hotel, Gormanstown, Co Meath Registration: 4.30pm. Seminar: 5.00pm – 7.00pm			
3 Wednesday 29th March 2011	Role of Pensions Board – David Malone	1 hr	3, 4	<input type="checkbox"/>
	Economic View – Jim Power	1 hr	1, 3, 4, 5, 6	
	Venue: City North Hotel, Gormanstown, Co Meath Registration: 4.30pm. Seminar: 5.00pm – 7.00pm			
4 Tuesday 13th September 2011	Investments – Gary Connolly	1 hr	3, 4	<input type="checkbox"/>
	Compliance – Fergus Bradley	1 hr	1, 2, 3, 4, 5, 6	
	Venue: Crowne Plaza Hotel, Dundalk, Co Louth Registration: 4.30pm. Seminar: 5.00pm – 7.00pm			
5 Tuesday 11th October 2011	Pension Opportunities – Aidan McLoughlin	1 hr	3, 4	<input type="checkbox"/>
	Protection Underwriting – Brian Allen	1 hr	1, 5, 6	
	Venue: Crowne Plaza Hotel, Dundalk, Co Louth Registration: 4.30pm. Seminar: 5.00pm – 7.00pm			
6 Tuesday 15th November 2011	Financial Planning – Boyd Scott	1 hr	1, 3, 4, 5, 6	<input type="checkbox"/>
	Anti Money Laundering – Colin Aylward	1 hr	1, 2, 3, 4, 5, 6	
	Venue: Crowne Plaza Hotel, Dundalk, Co Louth Registration: 4.30pm. Seminar: 5.00pm – 7.00pm			

All fees are non-refundable and non-transferable. €

Cheque Payment

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Credit/Debit Card Payment

Cardholders name _____ Amount € _____

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(PLEASE PRINT NAME)

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- (3) Shares and Bonds and other Investment Instruments
- (4) Savings, Investments and Pension Products
- (5) Housing Loans and Associated Insurances
- (6) Consumer Credit and Associated Insurances

QFA with Bridge = CPD hours for general insurance topics can only be claimed if a QFA also holds the Bridge Examination for General Insurance Policies

LIA Northwest Region CPD Programme Booking Form

Please use **BLOCK CAPITALS**.

LIA Member Number _____

Forename(s) _____ Surname _____

Address _____

Tel. no. _____ E-mail _____

LIA Northwest CPD Seminars can be booked at a cost of €30.00 per Seminar. Book 5 Seminars and get 1 FREE, total cost of €120.00.
Please tick the seminars you wish to attend.

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CPD Seminars LIA 2011 Seminars & Events

Seminar Date	Topic and Speaker	CPD	CPD Categories	Tick
1 Thursday 3rd February 2011	Investment Outlook – Richard Temperley	1 hr	3, 4	<input type="checkbox"/>
	Continuing the Savings Habit – Graham Fox	1 hr	3, 4	
	Venue: Mount Errigal Hotel, Letterkenny Registration: 5.00pm. Seminar: 5.30pm – 7.30pm.			
2 Tuesday 22nd March 2011	Pensions Regulation – David Malone	1 hr	3, 4	<input type="checkbox"/>
	Economic View – Jim Power	1 hr	1, 3, 4, 5, 6	
	Venue: Sligo Park Hotel, Sligo Registration: 12.00 noon. Seminar: 12.30pm – 2.30pm			
3 Tuesday 22nd March 2011	Pensions Regulation – David Malone	1 hr	3, 4	<input type="checkbox"/>
	Economic View – Jim Power	1 hr	1, 3, 4, 5, 6	
	Venue: Mount Errigal Hotel, Letterkenny Registration: 5.00pm. Seminar: 5.30pm – 7.30pm.			
4 Thursday 12th May 2011	Pensions – Tax Based Investment Issues – Pat Ryan	1 hr	3, 4	<input type="checkbox"/>
	Budget Update – Michael Meehan	1 hr	1, 3, 4, 5, 6	
	Venue: Mount Errigal Hotel, Letterkenny Registration: 5.00pm. Seminar: 5.30pm – 7.30pm.			
5 Thursday 15th September 2011	Investments – Gary Connolly	1 hr	3, 4	<input type="checkbox"/>
	Compliance – Fergus Bradley	1 hr	1, 2, 3, 4, 5, 6	
	Venue: Sligo Park Hotel, Sligo Registration: 12.00 noon. Seminar: 12.30pm – 2.30pm			
6 Thursday 15th September 2011	Investments – Gary Connolly	1 hr	3, 4	<input type="checkbox"/>
	Compliance – Fergus Bradley	1 hr	1, 2, 3, 4, 5, 6	
	Venue: Mount Errigal Hotel, Letterkenny Registration: 5.00pm. Seminar: 5.30pm – 7.30pm.			
7 Thursday 10th November 2011	Role of the Pensions Ombudsman – Paul Kenny	1 hr	3, 4	<input type="checkbox"/>
	Pensions – Aidan McLoughlin	1 hr	3, 4	
	Venue: Mount Errigal Hotel, Letterkenny Registration: 5.00pm. Seminar: 5.30pm – 7.30pm.			
All fees are non-refundable and non-transferable.				€

Cheque Payment

Cheque enclosed for € _____ (amount) Signature _____ Date _____

Credit/Debit Card Payment

Cardholders name _____ Amount € _____

Please debit my card in respect of LIA Membership Fees € _____ My card details are VISA MASTERCARD LASER/MAESTRO

Card no. _____ Expiry date _____ Credit card security code
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Signature _____ Date _____

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(PLEASE PRINT NAME)

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- (5) Housing Loans and Associated Insurances
- (6) Consumer Credit and Associated Insurances

QFA with Bridge = CPD hours for general insurance topics can only be claimed if a QFA also holds the Bridge Examination for General Insurance Policies

LIA Southeast Region CPD Programme Booking Form

Please use **BLOCK CAPITALS**.

LIA Member Number _____

Forename(s) _____ Surname _____

Address _____

Tel. no. _____ E-mail _____

LIA Southeast CPD Seminars can be booked at a cost of €35.00 per Seminar. Book 6 Seminars and get 1 FREE, total cost of €175.00.
Please tick the seminars you wish to attend.

23

CPD Seminars LIA 2011 Seminars & Events

Seminar Date	Topic and Speaker	CPD	CPD Categories	Tick
1 Wednesday 26th January 2011	Will Making and Power of Attorney – Niamh McKeever	1 hr	1, 3, 4	<input type="checkbox"/>
	Budget Update – Gail McEvoy	1 hr	1, 3, 4, 5, 6	
	Venue: Granville Hotel, Waterford Registration: 5.00pm. Seminar: 5.30pm – 7.30pm.			
2 Tuesday 29th March 2011	Pensions Regulation – David Malone	1 hr	3, 4	<input type="checkbox"/>
	Economic View – Jim Power	1 hr	1, 3, 4, 5, 6	
	Venue: Lyrath Hotel, Dublin Road, Kilkenny Registration: 5.00pm. Seminar: 5.30pm – 7.30pm.			
3 Tuesday 26th April 2011	Personal Debt Management and Debt Enforcement – Eugene McDarby	1 hr	5, 6	<input type="checkbox"/>
	Tax Update – Sonia McEntee	1 hr	1, 3, 4, 5, 6	
	Venue: Ferrycarrig Hotel, Wexford Registration: 5.00pm. Seminar: 5.30pm – 7.30pm.			
4 Tuesday 13th September 2011	Investments – Gary Connolly	1 hr	3, 4	<input type="checkbox"/>
	Compliance – Evelyn Hanrahan	1 hr	1, 2, 3, 4, 5, 6	
	Venue: Ramada Hotel, Cork Road, Waterford Registration: 5.00pm. Seminar: 5.30pm – 7.30pm.			
5 Monday 17th October 2011	Pensions & Redundancy Calculations – James Caron	1 hr	3, 4	<input type="checkbox"/>
	AVCs – Kevin Fitzsimons	1 hr	3, 4	
	Venue: Woodlands Hotel, Waterford Registration: 5.00pm. Seminar: 5.30pm – 7.30pm.			
6 Thursday 24th November 2011	Protection Underwriting – Brian Allen	1 hr	1, 5, 6	<input type="checkbox"/>
	Business Protection – Karen Gallagher	1 hr	1, 5, 6	
	Venue: Woodlands Hotel, Waterford Registration: 5.00pm. Seminar: 5.30pm – 7.30pm.			
All fees are non-refundable and non-transferable.				€

Cheque Payment

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Credit/Debit Card Payment

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Name of employee: _____ Payment authorised by: _____
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- (2) General Insurance Policies
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- (4) Savings, Investments and Pension Products
- (5) Housing Loans and Associated Insurances
- (6) Consumer Credit and Associated Insurances

QFA with Bridge = CPD hours for general insurance topics can only be claimed if a QFA also holds the Bridge Examination for General Insurance Policies

LIA West of Ireland Region CPD Programme Booking Form

Please use **BLOCK CAPITALS**.

LIA Member Number _____

Forename(s) _____ Surname _____

Address _____

Tel. no. _____ E-mail _____

LIA West of Ireland CPD Seminars can be booked at a cost of €30.00 per Seminar. Book 7 Seminars and get 1 FREE, total cost of €180.00. Please tick the seminars you wish to attend.

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CPD Seminars LIA 2011 Seminars & Events

Seminar Date	Topic and Speaker	CPD	CPD Categories	Tick
1 Monday 14th February 2011	Economic Outlook – Mary Sadlier	1 hr	1, 3, 4, 5, 6	<input type="checkbox"/>
	Budget Update – Brian Thornton	1 hr	1, 3, 4, 5, 6	
	Venue: Pillo Hotel Galway, Headford Point, Galway Registration: 3.30pm. Seminar: 4.00pm – 6.00pm.			
2 Monday 28th March 2011	Investments – Gary Connolly	1 hr	3, 4	<input type="checkbox"/>
	Compliance – Evelyn Hanrahan	1 hr	1, 2, 3, 4, 5, 6	
	Venue: Pillo Hotel Galway, Headford Point, Galway Registration: 3.30pm. Seminar: 4.00pm – 6.00pm.			
3 Monday 18th April 2011	Protection – Back to Basics – Jennifer Cunningham	1 hr	1, 5, 6	<input type="checkbox"/>
	Protection Underwriting – Case Studies – Michael Shelley	1 hr	1, 5, 6	
	Venue: Pillo Hotel Galway, Headford Point, Galway Registration: 3.30pm. Seminar: 4.00pm – 6.00pm.			
4 Monday 16th May 2011	Investments – Portfolio Construction – Richard Temperley	1 hr	3, 4	<input type="checkbox"/>
	Alternative Asset Classes – Niall Tinney	1 hr	3, 4	
	Venue: Pillo Hotel Galway, Headford Point, Galway Registration: 3.30pm. Seminar: 4.00pm – 6.00pm.			
5 Monday 12th September 2011	Role of Pensions Board – David Malone	1 hr	3, 4	<input type="checkbox"/>
	Economic View – Jim Power	1 hr	1, 3, 4, 5, 6	
	Venue: Pillo Hotel Galway, Headford Point, Galway Registration: 3.30pm. Seminar: 4.00pm – 6.00pm.			
6 Monday 10th October 2011	Pensions – Pre/Post Retirement – Jim Connolly	1 hr	3, 4	<input type="checkbox"/>
	Self Directed Options/Alternatives to Cash – Aidan McLoughlin	1 hr	3, 4	
	Venue: Pillo Hotel Galway, Headford Point, Galway Registration: 3.30pm. Seminar: 4.00pm – 6.00pm.			
7 Monday 7th November 2011	Anti Money Laundering – Aodhan Henderson	1 hr	1, 2, 3, 4, 5, 6	<input type="checkbox"/>
	Role of the Financial Services Ombudsman – Fin. Services Ombudsman Office	1 hr	1, 2, 3, 4, 5, 6	
	Venue: Pillo Hotel Galway, Headford Point, Galway Registration: 3.30pm. Seminar: 4.00pm – 6.00pm.			

All fees are non-refundable and non-transferable. €

Cheque Payment

Cheque enclosed for € _____ (amount) Signature _____ Date _____

Credit/Debit Card Payment

Cardholders name _____ Amount € _____

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(PLEASE PRINT NAME)

Company Name & Address: _____

Signature of authorisation: _____ (authorised signatory on group authorisation form)

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- (5) Housing Loans and Associated Insurances
- (6) Consumer Credit and Associated Insurances

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LIA Golf Society



LIA Golf Society

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LIA Golf Society LIA 2011 Seminars & Events

Message from LIA Golf Society President & Captain

As President and Captain of LIA's Golf Society we would like to take this opportunity to invite you to participate in the 2011 golf outings.

All LIA members are entitled to take part in LIA Golf Society events, as part of their LIA membership benefits. LIA members are encouraged to invite guests (subject to availability) as the golf outings are regularly used as a means of corporate entertainment, particularly by members offering hospitality to their clients. Everybody involved in the industry can take part, regardless of whether their role is in providing or supporting financial advice, in customer service or in back office administration. Leaving aside the competitive element of each outing, the events themselves have proved extremely successful as a method of networking, as well as being a very friendly social event.

The Society holds three events every year with a fine line-up of courses organised for 2011. The first outing this year will take place in Old Conna Golf Club, on May 27th, where the Captain's Prize will be awarded. The President's Prize will be awarded at the 2nd event, taking place on 24th June, at Fota Island Golf Club. The final golf outing will take place in Portmarnock Hotel and Golf Links, on 8th September, where the prize is the IBA Cup. As in past years the final event will see the final of the LIA Match Play Trophy being played. The Golfer of the Year (Brendan Glennon Trophy) will also be awarded at the final event. Thank you to our fellow committee members for helping to put such a great line-up for outings in place for 2011.

This year we have secured an excellent rate of just €75 per person per outing, including dinner. We think you'll agree this gives outstanding value.

We look forward to seeing you on the fairways in 2011!



John Donnery
LIA Golf Society President



Maurice Hedderman
LIA Golf Society Captain



LIA Golf Society Booking Form

Please use **BLOCK CAPITALS**.

LIA Member Number _____

Forename(s) _____ Surname _____

Address _____

Tel. no. _____ E-mail _____

LIA Golf Society outings can be booked at a cost of €75.00 per person (including Dinner) per outing.

Seminar Date	Names
1 Friday 27th May 2011 Old Conna Golf Club 4 Ball. Tee Times: 1.00pm – 4.00pm. 10 min. intervals. Captain's Prize (Maurice Hedderman)	Line 1
	Line 2
	Line 3
	Line 4
2 Friday 24th June 2011 Fota Island Golf Club 4 Ball. Tee Times: 1.30pm – 3.30pm. 10 min. intervals. President's Prize (John Donnery)	Line 1
	Line 2
	Line 3
	Line 4
3 Thursday 8th September 2011 Portmarnock Hotel & Golf Links 4 Ball. Tee Times: 2.00pm – 4.00pm. 10 min. intervals. IBA Cup Golfer of the Year (Brendan Glennon Trophy) Final LIA Match Play Trophy Final	Line 1
	Line 2
	Line 3
	Line 4

All fees are non-refundable and non-transferable.

Cheque Payment (€75 per person, per outing – make cheque out to LIA)

Cheque enclosed for € _____ (amount) Signature _____ Date _____

Credit/Debit Card Payment (€75 per person, per outing)

Cardholders name _____ Amount € _____

Please debit my card in respect of LIA Membership Fees € _____

My card details are VISA MASTERCARD LASER/MAESTRO

Card no. _____ Expiry date _____ Credit card security code
 (last three digits on the back of the card).

Signature _____ Date _____

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Another Way to Achieve Formal CPD Hours

MyCPD, the online learning system for achieving formal CPD hours, is an excellent member benefit available to QFA, QFA FLIA, CUA and CPD members of LIA for FREE.

Developed in partnership between LIA and The Institute of Bankers in Ireland, over 20,000 users have access to achieve some or all of their annual formal CPD requirements with MyCPD. There are 24 modules available, each module attracting 2 formal CPD hours. You can achieve your formal CPD hours from the comfort of your desk, or home computer. In fact MyCPD can be accessed, at any time, from any location, once you have an internet connection.

LIA will automatically update your personal CPD record with the completed MyCPD modules, so there is no need for you to manually record CPD hours completed online through MyCPD.

In 2010 a staggering 50,000 modules (100,000 formal CPD hours) were successfully completed online! This represents a 50% increase in activity over 2009.

How to Use MyCPD

1. Go to www.mycpd.ie

2. Login with your LIA membership number and password

This will take you to a list of available modules

3. Select a relevant module and click begin



Give it a
try now

www.mycpd.ie



The professional association for those
who give and support financial advice



Calendar of Events 2011

January

06	Provisional Results (December Exams)
07	Member Benefits Committee Meeting
07	The Professional Editorial Committee Meeting
08	January Exam Sittings
14	Close off for February Exams
15	January Exam Sittings
17	Ratified Results (December Exams)
18	Northeast Seminar 1
18	Provisional Results (January Exams)
22	January Exam Sittings
25	Provisional Results (January Exams)
24	Dublin Seminar 1
25	Cork Seminar 1
26	Midlands Seminar 1
26	Southeast Seminar 1
31	Closing date for return of 2010 CPD Hours

February

01	Provisional Results (January Exams)
02	MDRT Europe ClassIQ (Athens, Greece)
03	Northwest Seminar 1
03	Board of Directors' Meeting
08	Provisional Results (January Exams)
11	Close off for March Exams
12	February Exam Sittings
12	CFP® Certification Exam
14	Limerick Seminar 1
14	West of Ireland Seminar 1
15	Cork Seminar 2
15	Northeast Seminar 2
19	February Exam Sittings
22	Education Committee Meeting
24	LIA National Sales Day
26	February Exam Sittings

March

03	Ratified Results (January Exams)
11	National Committee Meeting
12	March Exam Sittings
18	Close off for May Exams
19	March Exam Sittings
21	Dublin Seminar 2
22	Northwest Seminar 2
22	Northwest Seminar 3
26	March Exam Sittings
28	Limerick Seminar 2
28	West of Ireland Seminar 2
29	Cork Seminar 3
29	Southeast Seminar 2
29	Northeast Seminar 3
30	Ratified Results (February Exams)
31	Finance Committee Meeting

April

06	Member Benefits Committee Meeting
06	The Professional Editorial Committee Meeting
06	Midlands Seminar 2
08	Provisional Results (March Exams)
14	Board of Directors' Meeting
18	Dublin Seminar 3
18	Limerick Seminar 3
18	West of Ireland Seminar 3
19	Cork Seminar 4
21	Ratified Results (March Exams)
26	Southeast Seminar 3

May

07	May Exam Sittings
12	Northwest Seminar 4
14	May Exam Sittings
16	Limerick Seminar 4
16	West of Ireland Seminar 4
18	Midlands Seminar 3

18	Provisional Results (May Exams)
21	May Exam Sitings
25	Provisional Results (May Exams)
27	LIA Golf Society - Old Conna

June

03	Provisional Results (May Exams)
05	MDRT Annual Meeting (Atlanta, USA)
06	MDRT Annual Meeting (Atlanta, USA)
07	MDRT Annual Meeting (Atlanta, USA)
08	MDRT Annual Meeting (Atlanta, USA)
20	Education Committee Meeting
23	Finance Committee Meeting
24	LIA Golf Society - Fota Island
25	CFP® Certification Exam
29	Ratified Results (May Exams)

July

05	Member Benefits Committee
05	The Professional Editorial Committee Meeting
08	Board of Directors' Meeting

August

05	Close off for September Exams
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September

03	September Exam Sitings
08	LIA Golf Society - Portmarnock Links
10	September Exam Sitings
12	Dublin Seminar 4
12	Limerick Seminar 5
12	West of Ireland Seminar 5
13	Cork Seminar 5
13	Southeast Seminar 4
13	Northeast Seminar 4
14	Provisional Results (September Exams)
14	Midlands Seminar 4
14	Northwest Seminar 5
14	Northwest Seminar 6
15	Finance Committee Meeting

16	National Committee Meeting
17	September Exam Sitings
21	Provisional Results (September Exams)
22	Board of Directors' Meeting
28/	Provisional Results (September Exams)
29	Member Benefits Committee Meeting
29	The Professional Editorial Committee Meeting

October

07	Provisional Results (September Exams)
10	Dublin Seminar 5
10	Limerick Seminar 6
10	West of Ireland Seminar 6
11	Northeast Seminar 5
11	Education Committee Meeting
12	Midlands Seminar 5
13	Board of Directors' Meeting
17	Southeast Seminar 5
18	Cork Seminar 6

November

03	Ratified Results (September Exams)
07	Dublin Seminar 6
07	Limerick Seminar 7
07	West of Ireland Seminar 7
10	Northwest Seminar 7
11	National Committee Meeting
15	Northeast Seminar 6
15	Cork Seminar 7
17	LIA UK Past Presidents Luncheon
24	Southeast Seminar 6

December

01	Board of Directors' Meeting
01	Presidents Council
01	LIA AGM
12	Dublin Seminar 7
14	Midlands Seminar 6
15	Finance Committee Meeting

**LIA's mission is to improve
the competence, standing
and success of those who give
and support financial advice.**



The professional association for those
who give and support financial advice

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