

2010 NAIFA – AR/AAHU Career Conference Main Speakers

June 10th and 11th, Embassy Suites, Rogers, AR



Ron Reed, CPA,

is a tax reduction specialist with a professional pedigree that lends itself to tax planning and tax education. His extensive experience as a speaker and accountant give him the understanding and ability to communicate tax strategies to your group in a lively and tactically useful way.

Ron's experience speaks for itself:

- Former Tax Specialist with Price Waterhouse
- Former Vice President of Taxes for a Fortune 500 Company
- Currently a top-rated senior faculty member for the Becker CPA Review Course, which he has done since 1972



Mel Schlesinger

has over 30 years of sales experience. From the old-fashioned paper route as a 12 year old in New York City to selling vacuum cleaners, from selling cutlery to real estate to employee benefits, Mel has years of commission-only sales experience - and that alone is critically important to his clients. With no salary and no draw Mel built a successful six-figure income selling accident and health insurance products.

Mel built his training and coaching business by applying the same principles that he used to successfully sell life insurance in the home as well as to sell encyclopedias and ultimately to build his employee benefit business.

Mel's credentials include:

- Graduate of CoachU - the premier coach training program
- Graduate of the Certified Guerrilla Marketing Coach Program
- Graduate of the Certified MasterStream Instructor Program



Peter Konrad

has experienced 28 years in the life insurance industry. After a brief period in sales he turned his focus to recruiting and training producers as an Independent General Agent. He spent ten years in corporate positions including Account Executive, District Manager, Regional Director of Agencies and Regional Vice President.

In March 2000 Peter ventured out on his own and formed Integrated Financial Concepts Inc., an Independent Marketing Organization, supporting the independent producer in our industry's ever-changing environment. The success of the organization can be attributed to simplifying the large case in an advanced sale market place.

Peter's marketing thrust and expertise are in the advanced sales arena of Business and Estate Planning, Infinite Banking or Liquidity sale and more recently as a pioneer in the Critical Illness industry.