

# 5TH BLIS EXPERIENCE

BEIRUT LIFE INSURANCE SEMINARS

## 2022



**Dear Life,  
NOW What?**

BLIS - your gate to MDRT and GAMA



**6-7-8 OCTOBER 2022**

Hilton Beirut Habtoor Grand Hotel  
Sin El Fil - Lebanon

[WWW.BLIS EXPERIENCE.COM](http://WWW.BLIS EXPERIENCE.COM)

AREN'T WE ALL WONDERING: NOW WHAT?  
JOIN OUR BLIS EXPERIENCE TO SET THE DIRECTION,  
WHEREVER YOU ARE IN THE WORLD!



## ABOUT

*BLIS is the premium experience for life insurance awareness and networking of professionals*



## GENERAL BACKGROUND

- The Beirut Life Insurance Seminars is the elite hybrid gathering event that will group all insurance & life insurance professionals under one roof, online and offline.
- The hybrid event will feature a set of presentations, panel discussions, all broadcasted live online. The option to attend physically is also available to those who wish to experience the event up close and personal.
- The event is a tremendous growth opportunity for insurance professionals from Lebanon, Europe and the MENA region.

## KEY INDICATORS

*For the past 5 years*

- 2,000+ Attendees
- 100+ Top Speakers
- 40+ Countries
- 10+ panel discussions
- Exhibition area
- Parallel focus sessions
- Live edutainment

## TICKETING

*The event is growing fast from one year to another*

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| <p><b>Ticket for online presence</b></p> <p>6 and 7 October 2022</p> <p><b>\$ 83.25</b></p> <p>Including VAT</p> <p><a href="#">Book your seat</a></p> | <p><b>Ticket for physical presence</b></p> <p>6 and 7 October 2022</p> <p><b>\$ 277.50</b></p> <p>Including VAT<br/>Lunch included<br/>Coffee break included</p> <p><a href="#">Book your seat</a></p> | <p><b>Ticket for VIP session</b></p> <p>8 October 2022</p> <p><b>\$ 111.00</b></p> <p>Including VAT<br/>Lunch included<br/>Coffee break included<br/>Meet the top speakers in person</p> <p><a href="#">Book your seat</a></p> |
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Companies may also book their exhibition booths, focus sessions or become sponsors for BLIS

# AGENDA



## PRE-EVENT

*Wed 5 October 2022*

### 16:00 - 17:00

- Pre-registration booth to collect name tags and get acquainted for the event
- Opening exhibition area and networking

### 17:00 - 18:00

Dear recruits now what – Intro session: why work in the life insurance – meet top speakers and CEOs

**Mr. Jade Dagher - Mr. Naji Haddad - Mrs. Bonnie Godsmen - Mr. Aamir Chalisa - Mr. Firas Salha - Mr. Wajih Choueiry**



**Note that translation is available in Greek, English & Farsi**



### 18:00 - 19:00

- Welcome drink with partners, sponsors, exhibitors and speakers
- Networking meetings with partners (GAMA)

**Mounir restaurant  
DINNER**

**Special tickets \$40**

## DAY 1

*Thu 6 October 2022*



**08:00 - 08:45** Registration and networking - Breakfast & coffee

### 08:00 - 08:45 Focus session

Mr. Matt Anderson: Referral taking golden tips (Convention center)

### 09:00 - 09:30 Main platform

- Opening ceremony (show & entertainment)



**09:30 - 10:15** Failure is not an option - Mr. Eszylfie Taylor



**10:15 - 10:20** Awareness campaign -The importance of income replacement with MDRT MCC Lebanon



**10:20 - 11:00** Closing the Gap - Mr. Manmohan Abdullah



**11:00 - 11:20** Relax time

## AGENDA



## DAY 1

Thu 6 October 2022



**11:20 - 12:00** Dear managers, now what? with GAMA International  
 - Mrs. Bonnie Godsman  
 - Mr. Aamir Chalisa

**12:00 - 12:20** Special intervention with Mr. Wael Jaber

In Greek



**12:20 - 12:40** "God gave me eyes to look forward" with Mr. Doros Lipertis



**12:40 - 14:00** Refuel time & exhibition area

**14:00 - 14:20** Stress Management tips with Mr. Wael Jaber



**14:20 - 15:00** Now what in the digital world and innovation?  
 - Mr. Panos Leledakis - Technology & prospecting  
 - Mr. Maher Mezher - Re-inventing Life Insurance



**15:00 - 15:40** Working women, now what?  
 - Ms. Shilpa Shetty - sharing personal experience  
 - Ms. Svetlana Plitin - From Zero To Hero



**15:40 - 16:00** Relax time



**16:00 - 16:05** Awareness campaign - The importance of life insurance  
 with MDRT MCC Lebanon



**16:05 - 16:50** Digital world sales tips - Mr. Firas Mghames  
 Data - The Concern-Value Paradox -Dr. Abdelwahab Al-Atiqi

**16:05 - 16:50 Focus session**

GAMA international workshop for  
 managers (Convention center)



**17:00 - 17:30** Unstoppable - Mr. Solomon Hicks

Les Tziganes  
 DINNER

**\*Don't miss the corner zone speakers on daily basis on 6 and 7 Oct**

Special tickets \$40

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## AGENDA



## DAY 2

Fri 7 October 2022

09:00 - 10:00 Welcoming and networking - Exhibition area

09:00 - 09:40 Focus Session - convention center

Mr. Maher Mezher – innovation session

10:00 - 10:20 It's not selling, it's influencing - Mr. Beto Boutet

10:20 - 10:30 Special intervention with Mr. Elie Akiki

 10:30 - 11:30 Handling objections and closing techniques managed by Mr. Sadik Dhirani with top advisors from around the world  
Mr. Asvin Chauhan - Ms. Katerina Pavlidou - Mr. Thanos Leonida - Mr. Fadi Halabi - Mr. Nikolas Gongakis

 11:30 - 12:30 Business now what? Beirut now what? Dr. Fouad Zmokhol  
- Moderated by Mrs. Pamela Ibrahim - 100% Liban

12:30 - 12:35 Special donation

12:35 - 12:45 Awareness campaign – the importance of planning your retirement with Legacy Builders and Expand

12:45 - 14:00 Refuel time &amp; exhibition area

14:00 - 14:15 What is still holding you back - Surprise guest

14:15 - 14:20 Awareness campaign -the importance of safe roads with YASA and MDRT MCC Lebanon

14:20 - 15:00 Prospering in a Post-COVID World - Mr. Joe Jordan

 15:00 - 16:00 Panel discussion with our partners and insurance companies' CEOs  
Mrs. Andreani Callimachou - Mr. Amer Abdelmalak - Mr. Avraam Pekris - Mr. Ashok Sardana - Mr. Phil Story
15:00 - 15:40 Focus session (Convention center)  
Technology & digital integration  
- Mr. Panos Leledakis

16:00 - 16:20 Relax time

16:20 360 degrees special interview with the chief patron of the event Tony Gordon. Interview by:

Mr. Ashok Sardana, Mr. Tauqir Abdulla, Mr. Remus Ungureanu, Mr. Alain Nammar

21:00  
GALA DINNER

Special tickets \$75

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## AGENDA

CORNER  
ZONE

## DAY 1 - 6 OCT 2022

**13:25 - 13:40** Mr. Fred Belman - Securing your future in new ways

**13:40 - 13:55** Mr. Matt Anderson - Speed coaching (1)

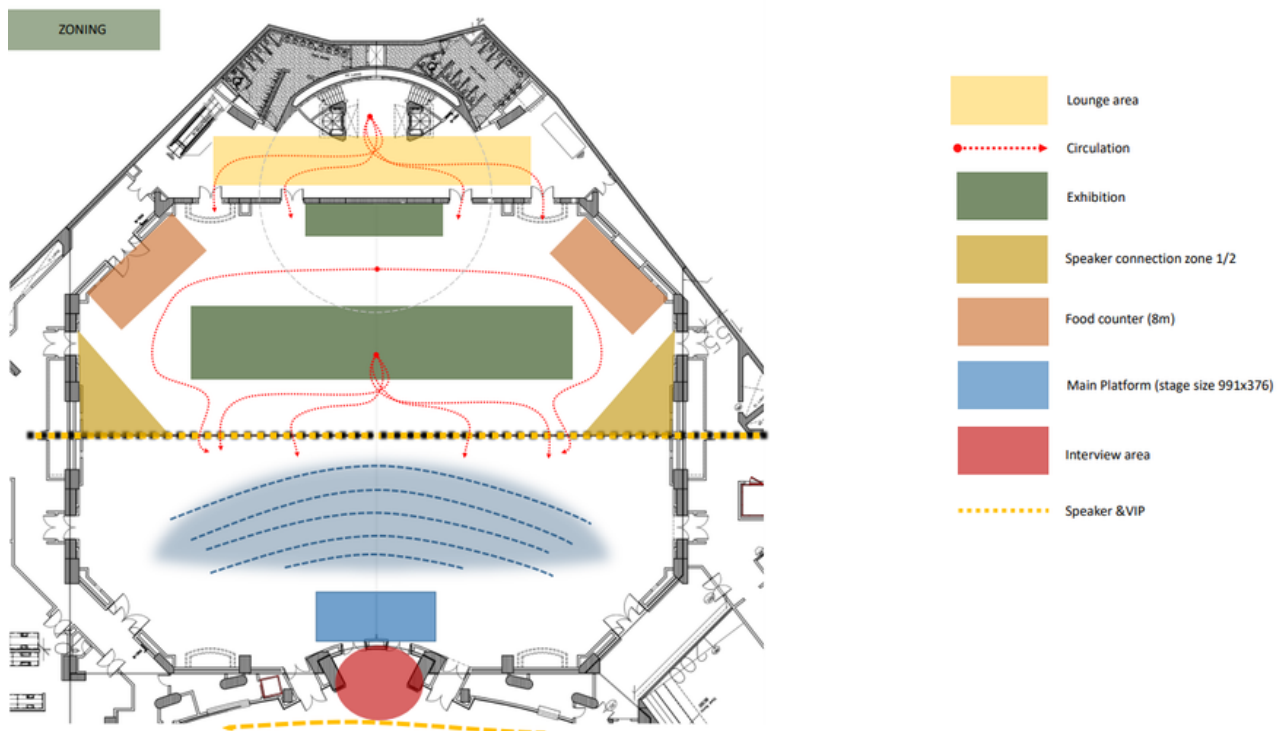
## DAY 2 - 7 OCT 2022

**09:00 - 09:20** Mr. Phil Story - Why Invest Offshore, the benefits for you & your clients

**09:00 - 09:20** Mr. Matt Anderson - Speed coaching (2)

**13:25 - 13:40** Mr. Asvin Chauhan-Marketing & Prospecting for TOT & beyond

**13:40 - 13:55** Mr. Beto Boutet - The 9 steps of the sale by Beto Boutet



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**CLAB**

## AGENDA



**DAY 3**  
VIP ONLY

**Sat 8 October 2022**

**ARNAOON  
VILLAGE**

**09:30 - 11:00** Breakfast with top speakers



**11:00 - 12:00** Growth-driven leadership with Mr. Micheal Kouly

**12:00 - 13:30** Panel discussion with top speakers

**Solomon Hicks - Joe Jordan - Matt Anderson - Manmohan Abdallah - Eszylfie Taylor**

Moderated by Mr. Fred Belman and Mr. Asvin Chohan



**13:30 - 14:00** Refuel time and outdoor activities with the speakers and attendees (Go Kart Track - Bus Ride- Farm Visit - High ropes)



## Our Partners



## MEET OUR SPEAKERS



Tony Gordon



Solomon Hicks



Beto Boutet



Matt Anderson



Joe Jordan



Eszylfie Taylor



Moanmohan Abdullah



Asvin Chauhan



Bonnie Godsman



Aamir Chalisa



Panos Leledakis



Doros Lipertis



Ashok Sardana



Dr. Abdelwahab AlAtiqi



Sadik Dhirani



Micheal Kouly



Svetlana Plitin



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Firas Mghames