



# blis

## SUMMIT 2024

P R E S E N T S

***STRONGER WINGS  
WIDER HORIZONS***

**OCT 23-24-25  
EVENT AGENDA**

[www.blisexperience.com](http://www.blisexperience.com)

# DAY 1 – WED, OCT 23

## Tentative Program

Main Platform  
**15:00–15:30**

**Registration & Opening of the Exhibition**

Main Platform  
**15:30–16:00**

**Special Interactive Opening Session**  
*Panos Leledakis & Kaplan Mobray*

Main Platform  
**16:00–17:00**

**Why Join Our Profession? Understand Income Replacement & Its Value for New Generations**  
*Veejay Madhavan & Naji Haddad + MDRT Speakers*

Main Platform  
**17:00–17:05**

**Living Is Giving: Our Yearly Community Support**  
Tri-Pulley NGO  
*Lamia Karkour*

Main Platform  
**17:05–18:00**

**Strategic Alliances**  
*Jade W. Dagher & Fred Belman + Industry Sponsors*

Main Platform  
**18:00–19:00**

**Reception & Media Connections**

**21:00**



**DINNER | Greek Night With the Speakers**  
*Closed Event – Invitation Only*

**BOOK YOUR  
TICKET**



Main Platform  
**AR | EN | GR (EL)**

# DAY 2 – THU, OCT 24

## Tentative Program

Main Platform  
**10:00–10:20**

**Finding Your Purpose**  
*Steve Down*

Main Platform  
**10:30–10:35**

**Special Intervention**

Main Platform  
**10:35–10:55**

**5 Proven Ways to Re-Energize Life Insurance Sales**  
*Jim Ruta*

Main Platform  
**11:00–11:20**

**Work of Heart**  
*Stuart Shee*

Main Platform  
**11:20–11:45**

**Best Practice in Customer Service**  
*Khaled Younes*

**11:45–12:15**

**COFFEE BREAK** ☕



Main Platform  
**AR | EN | GR (EL)**

# DAY 2 – THU, OCT 24

## Tentative Program

Corner Zone  
12:15–13:00

(Check the table on Page 10)

Parallel Room  
12:15–13:00

**Recruitment, Development, Coaching & Retention Tips**  
*Aamir Chalisa & Remus Ungureanu*

Parallel Room  
13:00–13:30

**Recruiting & Developing Generation Z**  
*Veejay Madhavan*

VIP Room  
12:15–12:40

**The MEGA You**  
*Pauline Sawaya*

VIP Room  
12:40–13:00

**Q&A + Networking**

VIP Room  
13:00–13:30

**What's Your Promise?**  
*Khaled Younes*

13:30–14:30

**LUNCH BREAK** 



Parallel & VIP Rooms  
**no interpretation**



# DAY 2 – THU, OCT 24

## Tentative Program

Main Platform  
**14:30–14:35**

**Special Intervention**

Main Platform  
**14:35–15:05**

**Dare to Dream**  
*Amber Forte*

Main Platform  
**15:05–15:35**

**You Are Only As Good As Your Brand!**  
**How to Build Your Brand Without a Huge Budget**  
*Tariq Khan*

Main Platform  
**15:35–15:50**

**Everything Happens for a Reason**  
*Naji Haddad*

**16:00–16:30**

**COFFEE BREAK** ☕

Main Platform  
**16:30–17:30**

**History in the Making**  
*Tony Gordon & Solomon Hicks*  
*Moderated by Brian Heckert*

**21:00**



**DINNER | Lebanese Night With the Speakers**  
*Closed Event – Invitation Only*

**BOOK YOUR  
TICKET**



Main Platform  
**AR | EN | GR (EL)**

# DAY 3 – FRI, OCT 25

## Tentative Program

Main Platform  
**10:00–10:20**

**Goal Setting & Action Plan**  
*Ray Bassil*

Main Platform  
**10:20–10:40**

**From Zero to One Million**  
*Aamir Chalisa*

Main Platform  
**10:40–10:55**

**Brief Battle, Big Win**  
*Special Guest*

Main Platform  
**10:55–11:25**

**Prospecting, Qualification & Connection Tools  
Under Sales Cycle**  
*Abraham Zaarour*

Main Platform  
**11:25–11:45**

**Harnessing Happiness: Strategies for a Joyful Life  
and Sustainable Work-Life Balance**  
*Farah Shammās*

**11:45–12:15**

**COFFEE BREAK** ☕



Main Platform  
**AR | EN | GR (EL)**

# DAY 3 – FRI, OCT 25

## Tentative Program

Corner Zone  
12:15–13:00

(Check the table on Page 10)

Parallel Room  
12:00–14:00

**Breakthrough to the Next Level**

*Sanjay Tolani*

*Closed Event – Invitation Only*

**BOOK YOUR  
TICKET**



VIP Room  
12:15–12:45

**Leadership in Changing Times**

*Tariq Khan*

VIP Room  
12:45–13:00

**Q&A + Networking**

VIP Room  
13:00–13:30

**AI & Technology for Management &  
Power of Strategic Alliances**

*Panos Leledakis*

13:30–14:30

**LUNCH BREAK**



Parallel & VIP Rooms  
**no interpretation**

# DAY 3 – FRI, OCT 25

## Tentative Program

Main Platform

**14:30–15:10**

**Social Media Skills**

*Eric Feng*

Main Platform

**15:15–15:35**

**Financially Fit for Life**

*Steve Down*

Main Platform

**15:40–16:00**

**The Powerful Tools of Technology & Marketing**

*Yannis Stephanou*

**16:00–16:30**

**COFFEE BREAK** ☕

Main Platform

**16:30–16:55**

**Using Technology & AI**

*Panos Leledakis*

Main Platform

**16:55–17:00**

**Special Intervention**

Main Platform

**17:00–17:40**

**Wealth Solutions: Accumulation, Preservation,  
Protection & Management**

*Brian Heckert*



Main Platform  
**AR | EN | GR (EL)**



# DAY 3 – FRI, OCT 25

## Tentative Program

Main Platform

17:40–18:00

**Closing of the Day**

*Fred Belman*

21:00



**DINNER | Gala Dinner With the Speakers**

*Closed Event – Invitation Only*

**BOOK YOUR  
TICKET**



Main Platform

**AR | EN | GR (EL)**



# CORNER ZONE SESSIONS

## DAY 2 – THU, OCT 24

12:15–12:30

**Digital Organization Tips**

*Jade W. Dagher*

12:35–12:50

**The Power of Networking**

*Yannis Stephanou*

12:55–13:10

**Goal Setting**

*TBD*

## DAY 3 – FRI, OCT 25

12:15–12:35

**Handling Objection & Closing**

*Tony Gordon*

12:35–12:55

**LifeLine Presentation**

*Abraham Zaarour*

12:55–13:15

**Building Your Wealth**

*Solomon Hicks*

13:15–13:20

**Business Pitching**

# OUR SPEAKERS

## Masters of Ceremony



**Asvin  
Chauhan**



**Kaplan  
Mobray**



**Aamir  
Chalisa**



**Abraham  
Zaarour**



**Amber  
Forte**



**Brian  
Heckert**



**Eric  
Feng**



**Farah  
Shammas**



**Fred  
Belman**



**Jade W.  
Dagher**



**Jim  
Ruta**



**Khaled  
Younes**



**Naji  
Haddad**



**Panos  
Leledakis**

# OUR SPEAKERS



**Pauline  
Sawaya**



**Ray  
Bassil**



**Remus  
Ungureanu**



**Sanjay  
Tolani**



**Solomon  
Hicks**



**Yannis  
Stephanou**



**Steve  
Down**



**Stuart  
Shee**



**Tariq  
Khan**



**Tony  
Gordon**



**Veejay  
Madhavan**



**Special  
Guest**



# hliis

## SUMMIT 2024

**STRONGER WINGS  
WIDER HORIZONS**

OCT 23-24-25

### TICKETS

Standard	€333
Executive	€466.2
VIP	€666

### BOOTHS

Standard (2x2 m)	€4,396
Double (4x2 m)	€7,992
Quadruple (8x2 m)	€13,320

### SPONSORSHIPS

Bronze	€6,660
Silver	€13,320
Gold	€19,980
Platinum	€26,640
Main	€66,600

### DINNERS

Greek Night	€55.5
Lebanese Night	€55.5
Gala Dinner	€111

**SANJAY TOLANI** €111

Special Session

**BOOK YOUR  
TICKETS**





# MAIN SPONSORS

*TO BE ANNOUNCED SOON*

## PLATINUM SPONSORS

*TO BE ANNOUNCED SOON*

## GOLD SPONSORS



UNIVERSAL LIFE

## SILVER SPONSORS



## BRONZE SPONSORS



## WITH THE SUPPORT OF



EXPAND



## TRAVEL PARTNERS



ASTRA LEASING

## MEDIA PARTNERS



# EXHIBITORS

