



TORONTO APPLIED SYSTEMS CLIENT NETWORK

FULL DAY SESSION

(COST \$50.00 PER PERSON FOR MEMBERS, \$70.00 FOR NON-MEMBERS –
INCLUDES FOOD & RIBO HOURS)

Tuesday November 22, 2011 - 8:30 AM to 3:30 PM

Weston Golf & Country Club
50 St. Philip's Road, Toronto

YOU DON'T WANT TO MISS THIS MEETING!!

- 8:30-8:45 **Annual General Meeting**
- 8:45-9:00 **ASCnet Update**
Steve Johnson, ASCnet CEO
Steve Johnson will be joining us to provide an update on ASCnet for 2012.
- 9:00-12:00 **Ten Factors Influencing Broker Value**
Brian Bartosh, 2011 ASCnet Chair, President – Top O' Michigan Insurance Agency
Increase your brokerage value from Account Retention to Profit Margins to New Business Growth, and much more. Brian will cover the top 10 factors that can positively influence your brokerage's value. Be prepared to:
- Discuss solutions and opportunities to improve your own results using technology
 - Discover strategies to implement these new technologies
 - Acquire take aways that will benefit everyone in the brokerage
- The key aspects to this session support ASCnet's Vision which focuses on our commitment to assist our members in System Utilization, resulting in increased brokerage value and profitability. **Whether you are the Principal, Account Manager, or IT person, we are sure to share a tip or two that speaks to all facets of your brokerage.**
- 12:00-12:45 **Lunch**
- 12:45-2:00 **Applied Reports – How To Use The Extra Search Criteria Fields**
Applied Systems Canada Software Support
Have you ever wondered how you can make better use of the reports module within TAM? Ever wondered how to get better, more precise results when you run a report? Then this is the session you don't want to miss.
- 2:00-2:15 **Break**
- 2:15-3:15 **Version 11/Turning Off The Paper**
Applied Systems Canada Software Support
Applied Systems Canada will first talk about Version 11, and its enhancements. Following that, they will talk about how to "Turn Off The Paper". No doubt you have thought about going paperless – now you can hear about how it can be done.
- 3:15-3:30 **Open Q&A With Applied Systems Support**
If you have any questions for Applied Systems technicians, please complete the next page.

IF YOU HAVE ANY QUESTIONS FOR APPLIED SYSTEMS, PLEASE COMPLETE THE ATTACHED SHEET, AND EITHER FAX IT TO CHRIS GORY AT 416-754-3914 OR EMAIL TO CHRISG@INSURANCEPORTFOLIO.COM BY NO LATER THAN WED. NOVEMBER 16th.

RIBO CE CREDITS WILL BE AVAILABLE

Directions to Weston Golf Club:

- exit Highway 401 east or westbound at Weston Road (first exit west of Hwy 400)
- go south on Weston Road
- keep to the right, turning onto St. Phillip's just after going under the railway overpass
- the entrance to Weston Golf Club is on the right about 100 feet after crossing the bridge
- follow the signs and park at the back of the building

