This calendar is intended for Dinner Seminars only. Not College Workshops, or Virtual Events.

## **Recommended Topics:**

Taxes, Market Volatility, Social Security, Presidential Administration, Estate Planning Medicare, Wills & Trusts, Charitable Giving, 1031 Exchanges, Alternative Investments

# <u>Recommended Targeting:</u>

Ages: 59-75 IPA: \$100k+ Net Worth: \$250k+ Household Income: \$50k+ Homeowners

# **Recommended Timelines:**

Order 40 days in advance of first event date Mail 30 days in advance of first event date In Homes 17 to 20 days in advance of first event date

With delays in trucking and postal delivery, this timeline is the new normal for the forseeable future, as it is taking longer than normal to get mail fully into homes.

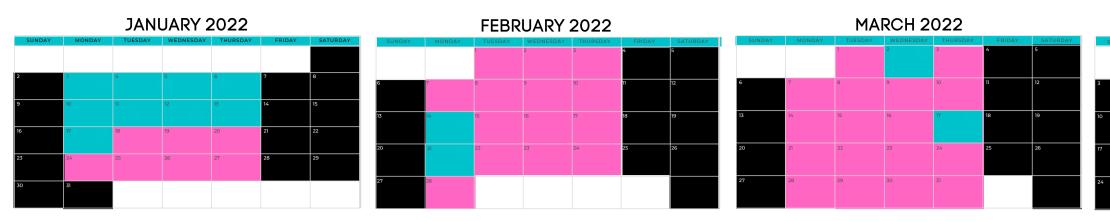
All the recommendations in this calendar are based solely on data from dinner seminars throughout the country.

# **2022 DINNER SEMINAR EVENT** PLANNING CALENDAR





Getting Clients Rockstar Results





JUNE 2022

JULY 2022



SEPTEMBER 2022



NOVEMBER 2022





NOT RECOMMENDED

CAUTION

- JANUARY
  - 1 New Year's Day
  - 17 Martin Luther King Jr. Day
- FEBRUARY
  - 14 Valentine's Day
  - 21 President's Day
- MARCH
  2 Ash Wednesday
  - 17 St. Patrick's Day
- APRIL
  - 15-23 Passover
  - 15 Tax Day
  - 17 Easter

- MAY
  - 8 Mother's Day 30 - Memorial Day
- JUNE 19 - Father's Day
- JULY 4 - Independence Day
- AUGUST
  No Holidays
- SEPTEMBER
  5 Labor Day
  25-27 Rosh Hashanah

APRIL 2022							
SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	
					1	2	
		-	-	7			
	4	5	6	y .	8	9	
	n	12	13	14	15	16	
	18	19	20	21	22	23	
	25	26	27	28	29	30	

#### AUGUST 2022

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
	1	2	3	4	5	6
	8	9	10	11	12	13
	15	16	17	18	19	20
	22	23	24	25	26	27
	29	30	31			

#### DECEMBER 2022

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
				1	2	3
	5	6	7	8	9	10
	12	13	14	15	16	17
	19	20	21	22	23	24
	26	27	28	29	30	31

### • OCTOBER

4 & 5 - Yom Kippur 10 - Columbus Day 31 - Halloween

#### • NOVEMBER

1 - All Saint's Day 11 - Veteran's Day 24 - Thanksgiving

## • DECEMBER

18-26 Hanukkah 24 - Christmas Eve 25 - Christmas Day 31 - New Year's Eve