



Make the Magic of Maui Last Forever...

You and your significant other are invited
to attend a special keynote address

Monday, October 14, 8:15 a.m. to 9:45 a.m.

The Ritz-Carlton Ballroom (during the General Session)

"Managing the Pace With Grace"

Presented by international keynote speaker,
Jeff Davidson

Discover the magic of:

- ☆ Handling information and communication overload on the job and at home.
- ☆ Maintaining a greater sense of control over each day, everyday.
- ☆ Gathering more energy from each accomplishment.



About Jeff Davidson

As a speaker, author, and columnist, Jeff works with clients such as America Online, NationsBank, SwissHotel, IBM, American Express, Westinghouse, and more than 500 other leading organizations and associations. His body of work for these clients has earned him the Certified Management Consultant (CMC) designation from the Institutes of Management Consultants. His career as an author includes the publication of more than 3,500 articles and more than two dozen books, several of which have been on the curriculum at George Washington University, Duke University, and the University of Connecticut, and have been translated into Japanese, Chinese, French, Polish, Czech, Spanish, Portuguese, Dutch, Hebrew, and Italian.

**Don't miss this inspiring, yet
highly practical presentation.**

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SUNDAY • OCTOBER 13, 2002

NIGHTLY NEWS

For Legacy's Incentive Trip Guests

Fast-Forward Your Business

Tomorrow's General Session (8 a.m. to 12:15 p.m. in the Ritz-Carlton Ballroom) is packed with inspiration and information to boost all aspects of your life. Come let keynote speaker Jeff Davidson motivate you with "Managing the Pace With Grace." This powerful presentation will cover:

- (1) handling information and communication overload,
- (2) maintaining a greater sense of control over daily life, and
- (3) achieving more energy from every accomplishment.

Davidson is an international speaker, author, and consultant who's assisted more than 500 leading organizations—including America Online, Nations Bank, and IBM. His tips have impressed audiences in six countries and 44 states. **Spouses are invited and encouraged to attend.**

In addition, learn more about the MarkOne^{SM*} Series, our *hot* new product line from Investors Insurance Corporation, and the powerful *new pluses* of Transamerica Life Insurance and Annuity Company's SelectMark^{®**} product line.

You won't want to miss an opportunity to learn about our Top 10 Producers as we honor and recognize them tomorrow morning at the general session. We look forward to seeing you there.

Ancient Etchings

Prior to Western contact, ancient Polynesians used petroglyphs to record traditions, stories, genealogies,

chants, songs, voyaging accounts, and celestial data. The carved symbols can still be viewed today on *kappa* (tapa cloth), wooden tablets, cave walls, and lava tubes.

The term petroglyph was translated to *kiipohaku* by the *kanaka maoli* (ancient Hawaiians). *Kiipohaku* carvings recorded daily activities (e.g., the life of canoes, humans, animals, and family clans), and historical data—such as the arrival of Polynesian voyagers and Captain Cook's visit in 1778.

The island of Hawaii has the most *kiipohaku* scraped into its old lava flows. The most elusive versions, however, are etched into Kauai's southern coastline. The drawings are uncovered on rare occasions only, when storm surges temporarily shift the sands.

Breakthrough Breakout Session Schedule

Here is tomorrow's breakout session schedule.

1:15-2:05 (choice of):

- Transamerica – Plantation 1
- Legacy Producer Network – Plantation 2

2:15-3:05 (choice of)

- Investors Insurance Corporation – Plantation 1
- Long Term Care – Plantation 2

3:15 – 4:05 (choice of)

- John Hancock – Plantation 1
- Legacy Financial Services – Plantation 2



**Monday
October 14, 2002**

8:00 a.m.–8:15 a.m.	We Tip Our “Top” Hats to the Top 10	Lynda Regan Preston Pitts
8:15 a.m.–9:45 a.m.	Keynote presentation: Managing the Pace with Grace	Jeff Davidson
9:45 a.m.–10:30 a.m.	The Power of Plus	Don Dady
10:30 a.m.–10:45 a.m.	<i>Break</i>	<i>Salon Prefunction</i>
10:45 a.m.–11:30 a.m.	Plan the Work, Work the Plan	Paul Mauro
11:30 a.m.–12:15 p.m.	Hitting the Mark with MarkOne	Niju Vaswani
12:15 p.m.–1:15 p.m.	<i>Lunch.</i>	<i>Aloha Garden Pavilion</i>
1:15 p.m.–4:05 p.m.	Breakout sessions.	<i>Plantation 1, Plantation 2</i>
	Choose three of the six 50-minute breakout sessions:	
1:15 p.m.–2:05 p.m.	SelectMark® Strategizing and the Total Return Legacy Producer Network is Marketing Magic	Don Dady Lomesh Shah