

**ANNUITY SUITABILITY BEST INTEREST STANDARD
DEPOSITION TRAINING WORKSHOP**

Jordan Esbrook (IID), Johanna Nagel (IID), Amanda Robinson (IID),
Renee Fabry (WI), Amy Funderburk (IA), Sarah Gillaspey (MN), Heather Hoesterey
(NC), Stephen Thies (NM), Sara Tindall-Woodman (RI), Lauren Van Buren (WI),
and Joshua Wille (MO)

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Sheraton Hotel

Wednesday

- 1:00 P.M.** Fundamentals of Taking a Deposition and Techniques
for Effective Questioning
- Defending the Deposition
- 2:00 P.M.** Break, Move to Breakout Rooms
- 2:10 P.M.** Deposition Practice, Witness 1 (Consumer)
- 3:25 P.M.** Review information gathered during first deposition
and adjust witness outline for second deposition.
- 3:45 P.M.** Deposition Practice, Witness 2 (Producer)
- 5:10 P.M.** Q&A, Wrap-Up