



Adviser Development Programme **Events Programme 2017**



TENET

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Tenet have, once again developed a well-structured programme that covers various topics across different delivery methods. We know it will provide you with a full year of knowledge, support and development. We encourage you to attend as many events as possible, not only to satisfy any CPD requirements but to keep your 'knowledge cup' full all year round. We have taken many elements of your feedback from 2016 and incorporated improvements and additions to the 2017 programme. We are embracing technology too, by launching our very first ever Tenet Events app!

The product providers, fund management groups and lenders that are working with us throughout 2017 are experts in their fields. They are at the heart of the industry evolution and are continually focused on ensuring their products and services meet customer needs. This means that they are perfectly suited to deliver messages to advisers across their relevant fields of expertise at the events.

There are many reasons you should attend these events as they provide you with an excellent insight in current markets and legislation, a chance to network with your colleagues and product providers, and not withstanding 3-4 hours CPD that is awarded at each event.

We look forward to seeing many of you at our events across the country in 2017, and always welcome feedback.

Plan your calendar for the year and secure your CPD requirements.

The 2017 events programme offers you access to secure your CPD requirements for the year. The purpose of this brochure is to give you a summary of each type of event that is available to you throughout the year.

More information on each set of events will be issued throughout the year as we plan up to date and current content.

DATE FOR YOUR DIARY:

**2017 TENET
Adviser Forum and
Gatsby Gala Dinner**
Thursday 7th December
The Queens Hotel, Leeds



PROFESSIONAL DEVELOPMENT MEETINGS (3 ROUNDS)

Target Audience: Investment, Pension and Protection advisers

Timings: 8.45am arrival
9.15am start - 3.15pm finish

CPD: Approx 3hrs 45 minutes structured

These events are designed with the main aim to meet advisers development needs and provide valuable insight into key industry issues.

The PDMs offer a variety of important information from both our provider partners and Tenet's senior management. They also provide an opportunity for advisers to network and meet key staff from Tenet and our partner providers.

Our first round of PDMs will take a close look at Pension Switching and Defined Benefit transfers, highlighting views from the regulator, advice considerations and the different stages of the retirement journey. We will also take a look at the involvement of multi asset investing, the importance of Income Protection and its foundation to the protection advice route, finishing the day with a Tenet training session addressing common trends with file checks from an FCA requirement.

**ADDITIONAL
PDM VENUE
FOR 2017:
LONDON
WEMBLEY**

To book your place on a Cycle One PDM visit:
<https://events.tenetgroup.co.uk/cycleonepdms2017>

To book your place on a Cycle Two PDM visit:
<https://events.tenetgroup.co.uk/cycletwopdms2017>

To book your place on a Cycle Three PDM visit:
<https://events.tenetgroup.co.uk/cyclethreepdms2017>

Cycle Two Professional Development Meetings

06/06/17	Sheffield	Tankersley Manor
08/06/17	Belfast	Stormont Hotel
13/06/17	Cumbernauld	The Westerwood Hotel
14/06/17	Durham	Radisson Blu Durham
15/06/17	Leeds	Oulton Hall
20/06/17	Manchester	Haydock Park
21/06/17	Gloucester	Tortworth Court
22/06/17	Southampton	Hilton at the Ageas Bowl
27/06/17	Reading	Hilton Reading
28/06/17	London Wembley	Holiday Inn Wembley
29/06/17	Nottingham	Nottingham Belfry
11/07/17	Exeter	Sandy Park Conference Centre
12/07/17	Glamorgan	The Vale
13/07/17	Birmingham	Village Solihull
18/07/17	Maidstone	Hilton Maidstone
19/07/17	London Central	DeVere Holborn Bars
20/07/17	Bishops Stortford	Down Hall

Cycle One Professional Development Meetings

07/02/17	Manchester	Haydock Park
08/02/17	Gloucester	Tortworth Court
09/02/17	Southampton	Botleigh Grange
21/02/17	Reading	Hilton Reading
22/02/17	London Wembley	Holiday Inn Wembley
23/02/17	Nottingham	Nottingham Belfry
28/02/17	Exeter	Sandy Park Conference Centre
01/03/17	Glamorgan	The Vale (Hensol Castle)
02/03/17	Birmingham	Village Solihull
07/03/17	Edinburgh	MacDonald Houstoun House Hotel
08/03/17	Durham	Lumley Castle
09/03/17	Leeds	Oulton Hall
14/03/17	Maidstone	Hilton Maidstone
15/03/17	London Central	DeVere Holborn Bars
16/03/17	Bishops Stortford	Down Hall
21/03/17	Belfast	Stormont Hotel
23/03/17	Sheffield	Tankersley Manor

Cycle Three Professional Development Meetings

26/09/17	Sheffield	Tankersley Manor
28/09/17	Belfast	Stormont Hotel
03/10/17	Manchester	Haydock Park
04/10/17	Gloucester	Tortworth Court
05/10/17	Southampton	Hilton at the Ageas Bowl
10/10/17	Cumbernauld	The Westerwood Hotel
11/10/17	Durham	Lumley Castle
12/10/17	Leeds	Oulton Hall
17/10/17	Maidstone	Hilton Maidstone
18/10/17	London Central	DeVere Holborn Bars
19/10/17	Bishops Stortford	Down Hall
31/10/17	Exeter	Sandy Park Conference Centre
01/11/17	Glamorgan	The Vale
02/11/17	Birmingham	Village Solihull
07/11/17	Reading	Hilton Reading
08/11/17	London Wembley	Holiday Inn Wembley
09/11/17	Nottingham	Nottingham Belfry

THE TENET ADVISER DEVELOPMENT PROGRAMME FOR 2017

PLAN YOUR CALENDAR

■ Professional Development Meetings
 ■ Masterclasses
 ■ Non-Investment Roadshows

JANUARY

Mon	Tue	Wed	Thu	Fri	Sat	Sun
26	27	28	29	30	31	1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31	1	2	3	4	5

FEBRUARY

Mon	Tue	Wed	Thu	Fri	Sat	Sun
30	31	1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	1	2	3	4	5
6	7	8	9	10	11	12

MAY

Mon	Tue	Wed	Thu	Fri	Sat	Sun
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31	1	2	3	4
5	6	7	8	9	10	11

JUNE

Mon	Tue	Wed	Thu	Fri	Sat	Sun
29	30	31	1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	1	2

SEPTEMBER

Mon	Tue	Wed	Thu	Fri	Sat	Sun
28	29	30	31	1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	1
2	3	4	5	6	7	8

OCTOBER

Mon	Tue	Wed	Thu	Fri	Sat	Sun
25	26	27	28	29	30	1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31	1	2	3	4	5



Business Focus Events Webinars Adviser Forum

MARCH

Mon	Tue	Wed	Thu	Fri	Sat	Sun
30	31	1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31	1	2
3	4	5	6	7	8	9

APRIL

Mon	Tue	Wed	Thu	Fri	Sat	Sun
27	28	29	30	31	1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
1	2	3	4	5	6	7

JULY

Mon	Tue	Wed	Thu	Fri	Sat	Sun
26	27	28	29	30	1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31	1	2	3	4	5	6

AUGUST

Mon	Tue	Wed	Thu	Fri	Sat	Sun
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31	1	2	3
4	5	6	7	8	9	10

NOVEMBER

Mon	Tue	Wed	Thu	Fri	Sat	Sun
30	31	1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	1	2	3
4	5	6	7	8	9	10

DECEMBER

Mon	Tue	Wed	Thu	Fri	Sat	Sun
27	28	29	30	1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31
1	2	3	4	5	6	7



MASTERCLASSES (2 ROUNDS)

Target Audience: Investment, Pension and Protection advisers

Timings: 9.00am arrival
9.30am start – 3.30pm finish

CPD: Approx 3hrs 30 minutes structured

This year we will continue our exceedingly popular Masterclass events. As before, these Masterclasses will be themed per round – Round One, Post Budget and Round Two, Investments.

Tenet will utilise the expertise of providers and fund managers, to create a valuable event; giving key industry insights, technical guidance and sales support. The purpose of these events is to provide a higher level of education, through the use of case studies, planning scenarios to provide you with a greater understanding of each product and a proposition's place in the market.

To book your place on a Masterclass One visit:

<https://events.tenetgroup.co.uk/masterclassone2017>

To book your place on a Masterclass Two visit:

<https://events.tenetgroup.co.uk/masterclasstwo2017>

Masterclass One

25/04/17	Leeds	Oulton Hall
26/04/17	Manchester	Haydock Park
27/04/17	Glamorgan	The Vale
03/05/17	Southampton	Hilton at the Ageas Bowl
04/05/17	London Central	DeVere Holborn Bars
05/05/17	Birmingham	Village Solihull
09/05/17	Edinburgh	MacDonald Houstoun House Hotel
11/05/17	Belfast	Stormont Hotel

Masterclass Two

06/09/17	Manchester	Haydock Park
07/09/17	Glamorgan	The Vale
11/09/17	Leeds	Oulton Hall
12/09/17	Belfast	Stormont Hotel
14/09/17	Edinburgh	MacDonald Houstoun House Hotel
19/09/17	Southampton	Hilton at the Ageas Bowl
20/09/17	London Central	DeVere Holborn Bars
21/09/17	Birmingham	Village Solihull

NON-INVESTMENT ROADSHOWS (2 ROUNDS)

Target Audience: Mortgage and Protection advisers

Timings: 9.00am arrival
9.30am start – 3.30pm finish

CPD: Approx 3hrs 30 minutes unstructured

These events will be aimed at our Non-Investment advisers. The events will cover topics such as Mortgage, General Insurance and Protection. The events will combine stand up formal presentations and interactive round tables. Round One will be held early in the year and Round Two later in the year – we'd recommend advisers attend both as the content will be different at each.

To book your place on a Non-Investment Roadshow One visit:

<https://events.tenetgroup.co.uk/roadshowone2017>

To book your place on a Non-Investment Roadshow Two visit:

<https://events.tenetgroup.co.uk/roadshowtwo2017>

Non-Investment Roadshow One

16/05/17	Durham	Lumley Castle
17/05/17	Leeds	Oulton Hall
18/05/17	Manchester	Haydock Park
23/05/17	Bristol	Hilton Bristol
25/05/17	Cumbernauld	The Westerwood Hotel
06/06/17	Southampton	Botleigh Grange
07/06/17	London Central	DeVere Holborn Bars
08/06/17	Birmingham	Village Solihull

Non-Investment Roadshow Two

07/11/17	Leeds	Oulton Hall
08/11/17	Manchester	Haydock Park
09/11/17	Glamorgan	The Vale
14/11/17	London Central	DeVere Holborn Bars
15/11/17	Southampton	Hilton at the Ageas Bowl
16/11/17	Birmingham	Village Solihull
21/11/17	Cumbernauld	The Westerwood Hotel
23/11/17	Belfast	Stormont Hotel

BUSINESS FOCUS EVENTS (6 EVENTS)

Target Audience: Investment, Pension and Protection advisers

Timings: 12.30pm – 5.30pm plus evening dinner / breakfast meeting

CPD: Approx 3hrs 45 minutes unstructured

Tenet will run six Business Focus Events which will be in conjunction with our key provider partners. These events will provide you with key updates on the market and the industry as a whole, including product development.

These events give you the opportunity to network with your colleagues from local firms, discuss key relevant issues with Tenet and providers and understand the challenges that other advisers are facing. These events differ to our other events, as we limit the groups to 20 advisers. This offers a lot more opportunity for interaction with other advisers. We find the sessions generate a lot of discussion, debate and the sharing of ideas. The additional benefit to these events is the social aspect of dinner in the evening, which is included complimentary on behalf of Tenet.

To book your place on a Business Focus Event visit: <https://events.tenetgroup.co.uk/businessfocusevents2017> 

Business Focus Event One

23/03/17	Edinburgh	Norton House Hotel & Spa
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Business Focus Event Two

18/05/17	Chepstow	Marriott St Pierre
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Business Focus Event Three

08/06/17	Leeds (Wetherby)	Wood Hall Hotel & Spa
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Business Focus Event Four

22/06/17	Waltham Abbey	Marriott Waltham Abbey
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Business Focus Event Five

07/09/17	Hampshire	Rhinefield House Hotel
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Business Focus Event Six

28/09/17	East Sussex	Buxted Park Hotel
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WEBINARS

Target Audience: All advisers

Timings: Last Friday of the month
9.30am – 10am

CPD: 30 minutes structured per webinar (unstructured for Mortgage Webinars)

Hosted on the morning of typically the last Friday of every month, Tenet will host a live webinar with a single Provider, Fund Manager or Lender which you can view from the comfort of your home or office. You will have the opportunity to view the webinar and interact with the speakers, asking any questions you may have.

These webinar events now offer CPD for 30 minutes. We would recommend advisers book onto the annual programme of webinars and then opt out as and when they are not available or the content is not relevant.

Please follow this link <https://www.tenetgroup.co.uk/extranet/15465.html> **to book your place.** 

**ADDITIONAL
EVENT
FOR 2017:
WEBINARS**

24/02/17	9.30am	Investments, Pensions or Protection
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31/03/17	9.30am	Investments, Pensions or Protection
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31/03/17	10.30am	Mortgages or General Insurance
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28/04/17	9.30am	Investments, Pensions or Protection
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26/05/17	9.30am	Investments, Pensions or Protection
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26/05/17	10.30am	Mortgages or General Insurance
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30/06/17	9.30am	Investments, Pensions or Protection
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30/06/17	10.30am	Mortgages or General Insurance
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28/07/17	9.30am	Investments, Pensions or Protection
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29/09/17	9.30am	Investments, Pensions or Protection
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27/10/17	9.30am	Investments, Pensions or Protection
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24/11/17	9.30am	Investments, Pensions or Protection
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Horsforth, Leeds LS18 5AZ

To contact the events team:

Call - 0113 2395334

Email - events@tenetgroup.co.uk

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