



## Bill Bachrach Introduction

Bill Bachrach's thinking, writing, speaking, and training have made him one of the most popular resources in the world for Financial Advisors who seek to build high-trust client relationships, master client acquisition, and emulate the success habits of the Top Advisors. His books are industry best-sellers, and his articles appear in the most prestigious financial services publications around the world.

Bill has delivered over 1,500 presentations for almost every major financial services firm and association, including:

- 11 times at the FPA's National Convention
- 5 times for the Million Dollar Roundtable
- 4 times for Top of the Table
- Keynotes for many of the major industry conferences, both in the United States and abroad.

He is a member of 2 Halls of Fame: Financial Planning Magazine's Hall of Fame as one of our industry's most influential people and the National Speakers Association's Hall of Fame for speaking excellence and success. Most importantly, what Advisors learn from Bill Bachrach produces results; results measured by a better experience for the client and a more successful business for the Advisor.

Bill achieved a personal milestone when he completed the Hawaii Ironman triathlon. The 2.4-mile ocean swim, 112-mile bike ride, and 26.2-mile marathon run of the Hawaii Ironman is considered to be the toughest, single-day, athletic event in the world.

Please help me welcome: Bill Bachrach!

**(Bachrach is pronounced Back - Rack.)**

# Bill Bachrach Pre-Program Questionnaire

***\*\*We will discuss your needs in depth on our pre-program call.\*\****

## A/V Requirements

### Audio

1. Sound from BAI Speaker's laptop computer
  - a) 4-channel mixer
2. Wireless, tie-clip microphone.
3. Hand-held microphone (for audience participation)
  - a) Minimum: 1 per 100 participants
  - b) Recommended: 1 per 50 participants

### Visual

1. Video-projector (like a Viewsonic) with a minimum of 3500 lumens (to support full-up lighting during the entire presentation)
  2. 12' Projection screen – Placement – stage right
    - a) Placed 15 feet from video-projector
  3. Projector table (30-inch diameter cocktail round, skirted)
    - a) Placed 2 feet from edge of stage (so BAI Speaker can walk in front of this table)
  4. Stand for laptop computer, ONLY TWO FEET HIGH
    - a) Placed 4 feet from end of stage and first audience table, connected by a 20-foot power cord taped to floor)
- Room Set-Up
1. Classroom-style seating (if using Classroom seating)
    - a) 3 persons per 8' table

b) 2 persons per 6' table

2. Theater style seating – for keynote events
3. High ceiling
4. Full-up lighting
5. Floor-to-ceiling pipe and drape (width of room)
6. Two flip charts stage left angled towards center (right side of room)
7. Water pitcher and glasses on each table for classroom seating
8. Pens placed at each seat
9. No lectern or podium – unless requested by introducer
10. For groups of 75 persons or more, provide a stage (“risers”) to extend the entire width of the audience area

a) See comments under Visual above for placement of video-projector table and laptop computer stand in relationship to stage

11. Stage should be:

- a) 12 inches high for groups of 75 – 150 persons
- b) 18 inches high for groups of 151 – 400 persons
- c) 24 inches high for groups of more than 400 persons

**WHEREBY**, Client, who by its signature has indicated that it has the authority to act on behalf of its company and represents and warrants that the Room and Audio/Visual have been reviewed and will be provided at a minimum, has executed this Schedule D effective on the date last provided below.

By:

Client Printed Name:

Title:

Date:

