

2020 Senior Summit's Virtual Conference

Making Us Better Together

September 1 - SCHEDULE OF EVENTS

8:30 to 9 am	Welcome, Pledge of Allegiance and Daily Know Before You Go
9 to 10 am	Foundational Ethics and Principles for Health Insurance Agents 1-HR Ethics CE Course: 366636 Speaker: Paul Roberts, Word & Brown
10 to 11 am	General Session: Update from Better Medicare Alliance Speaker: Allyson Schwartz, Better Medicare Alliance
11 am to 12 pm	Worthy of Your Clients' Trust 1-HR Ethics CE Course: 366671 Speaker: Paul Roberts, Word & Brown
12 to 5 pm	Exhibit Hall Open
12 to 1 pm	Product Training: AGA: GrubHub Lunch Sponsor AGA
1 to 3 pm	Product Training: UnitedHealthcare Experience Rollout: Partners in Care 2.0
3 to 5 pm	Product Training: UnitedHealthcare Med Sup

September 2 - SCHEDULE OF EVENTS

8 am to 5 pm	Exhibit Hall Open All Day
8:30 to 9:30 am	Welcome Updates and Daily Know Before You Go: Coffee Break Sponsor: Warner Pacific
9 to 10 am	Product Training: Aetna
10 to 11 am	General Session: Social Security Update Speaker: Teresa Campbell, Social Security Administration
11 am to 12 pm	General Session: Legislative Updates with Marcy Buckner, JD & Faith Borges Vice President of Government Affairs, National Association of Health Underwriters Legislative Advocate, California Association of Health Underwriters
12 to 1 pm	Lunch – Remember to Visit Our Supporters: GrubHub Lunch Sponsor: SCAN Health Plan
1:15 to 3:15 pm	Product Training: SCAN Health Plan
3:15 to 4:15 pm	Impacts & Trends in the Medicare Marketplace 1-HR CE Course: 384544 Speaker: Craig Taylor, Senior Market Sales

September 3 - SCHEDULE OF EVENTS

8:30 to 9 am	Welcome Updates and Daily Know Before You Go
8 am to 5 pm	Exhibit Hall Open All Day
9 am to 10 am	General Session: NAHU Partnership with CMS & Medicare Plan Finder Speaker: Justin Lubenow, Senior Advisors, LLC
10am to 11am	General Session: The BAM! Factor Speaker: Gary Owen, Owen Insurance Group
11 am to 12 pm	True North-NAHU Code of Ethics and Moral Compass for Agents 1-HR Ethics CE Course: 368971 Speaker: Paul Roberts, Word & Brown
12 to 1 :30 pm	Lunch – Remember to Visit Our Supporters: GrubHub Lunch Sponsor Senior Marketing Specialists
1:30 to 2:30 pm	Knowledge Tracks Breakout 1: Nifty Gritty Facts for Medicare Agents: Selling Medicare Advantage Plans in California 1-HR CE Course: 384567 Speaker: Gale Gajardo, SCAN Health Plan

Breakout 2: Life Insurance Settlements: Benefiting Your Client....And You!

1-HR CE | Course: 381032 | Speaker: Lisa Rehbarg, Rehbarg Life Insurance Settlements

Breakout 3: Deep Dive Into MAPD/PDP and VA Coverage

Speaker: Dan Mangus, Senior Marketing Specialists

Breakout 4: Tour of NAHU Membership Portal

Speaker: Bob Tretter, National Association of Health Underwriters (NAHU)

Breakout 5: Building Your Medicare Business with Social Media

Speaker: Ryan Dorigan, Sunrise Healthcare Solutions

Breakout 6: Set Up Your Own Insurance Agency

Speaker: James Russ, Mike Russ Financial Training Centers, LLC

2:45 to 3:45 pm

Knowledge Tracks

Breakout 7: Best Practices for the Experienced Agent Focusing on the Senior Market

1-HR CE | Course: 377591 | Speaker: Pete Blasi, Financial Grade

Breakout 8: Building Your Medicare Agent Toolbox

Speaker: Dan Mangus, Senior Marketing Specialists

Breakout 9: Your Business and Planning for the Future

Speaker: Craig Gussin, Retire with Renewals

Breakout 10: Winning the Medicare Marketing Game

1-HR CE | Course Approval: Pending | Speaker: Ray Martin, Ray Martin Advisors

4 to 4:45 pm

FMO Panel – Upcoming AEP Challenges Due to COVID-19

Panelists: Peter Blasi, Dan Mangus and Dwaine McFerrin

4:45 pm

Closing and Thank You