

SCHEDULE OF EVENTS

Trailblazing Brokers! Leading the Healthcare Revolution

7:00 - 8:00 am	Registration, Exhibits & Continental Breakfast
8:00 - 8:10 am	Welcome Address
8:10 - 9:00 am	<i>NAHU Washington Update (1 CE - Course: 342551)</i> Michael A. Embry, RHU, President, National Association of Health Underwriters
9:10 - 10:00 am	<i>Reference Based Pricing (1 CE - Course: 364632)</i> Dorothy Cociu, RHU, REBC, GBA, RPA, Advanced Benefit Consulting
10:05 - 10:35 am	Exhibits
10:45 - 11:45 am	Breakout Sessions 1, 2, 3 & 4 <ul style="list-style-type: none">▪ <i>Alternative Benefit Strategies for Brokers to Assist Employers/Employees (1 CE - Course: 354931)</i> Cora M. Tellez, MPA, Sterling Administration▪ <i>Succession Planning for Agencies (1 CE - Course: 359452)</i> Phil Calhoun, MBA, Integrity Advisors▪ <i>Medicare Trends (1 CE - Course: 359491)</i> Margaret "Maggie" Stedt, CSA, LPRT, Stedt Insurance Services▪ <i>Senior Risk Planning (1 CE - Course: 325093)</i> Alan Schroeder, Vice President of Marketing, Jack Schroeder & Associates
11:45 am - 12:30 pm	Lunch & Exhibits
11:55 am - 12:05 pm	Pinnacle Award Presentation
12:10 - 1:00 pm	<i>Keynote Presentation: How to Become Million Dollar Producers</i> Charles J. Specht III, CIC, CDA, CEO of Permission Group, Inc.
1:15 - 2:15 pm	<i>Annual Legislative Review 2017-2018 (1CE - Course: 363213)</i> Faith Lane Borges, Legislative Advocate California Association of Health Underwriters
2:15 - 3:00 pm	Closing Comments, Carrier Raffles and OCAHU Prizes