

# SCHEDULE OF EVENTS

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## Trailblazing Brokers! Leading the Healthcare Revolution

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