

Senior Summit

Wednesday – August 28, 2019

MORNING SESSIONS

7:00 AM to 12:00 PM	Registration	Summit Registration A, B
7:30 to 9:30 AM	Continental Breakfast	Summit Foyer
8:30 to 9:00 AM	Welcome and Opening Ceremony Maggie Stedt, CSA, LPRT, Yolanda Webb, CHRS, Ricky Haisha, LUTCF, Summit Co-Chairs Patricia Griffey, President, National Association Health Underwriters	Summit C
9:00 to 9:45 AM	General Session: Health and Human Services 2020: Empowering Patients Nicholas Uehlecke, Advisor, U.S. Department of Health and Human Services	Summit C
10:00 to 11:00 AM	Humana: Medicare for Veterans Dan Nazarek, Sales Manager	Summit E
10:00 AM to 12:00 PM	SCAN Health Plan: 2020 Tier 3 Face-to-Face Certification Holly Ackman, National VP Sales Performance and David Milligan, Senior Vice President of National Sales	Summit D
12:30 to 2:00 PM Lunch	General Session: Washington Update John Greene, VP of Congressional Affairs, National Association Health Underwriters Jim Morrison, VP of Legislation, California Assoc Health Underwriters Patricia Griffey, President, National Association Health Underwriters	Summit C
2:00 to 7:30 PM	Exhibit Hall Open	Grand Ballroom West & Main
2:15 to 3:15 PM	Anthem Blue Cross: 2020 Product Training Jill Mattern, Specialty Broker Director	Summit E
2:15 to 4:15 PM	Aetna Medicare: Product Rollout for AEP Ronald G. Chock, Broker Manager for San Diego & Hawaii	Summit A, B
2:15 to 4:15 PM	Blue Shield Promise and Blue Shield Product Launch Jeff Williams, Regional Sales Manager or Kris Corso, Broker Sales Manager	Summit D
BREAKOUT SESSION A		Conference Center
2:15 to 3:15 PM	<ul style="list-style-type: none"> ▪ Medicare Enrollments & What You Should Know Yolanda York, Public Affairs Director, Social Security ▪ Vertical Integration & Value Based Health Care (CE #381992 - 1hr.) Craig Taylor, Associate Director of Medicare Solutions, SMS ▪ Where Medicare Advantage Is Heading: Latest Benefits for You and Your Sales Robert Brzyski, VP Marketing & Business Development, Pinnacle Financial Services ▪ How to Successfully Sell MAPD Plans Gale Gajardo, Broker Account Executive, SCAN Health Plan ▪ Group benefits vs. Medicare benefits: At 65 Should Your Prospect Remain on Their Group Plan or Move to Medicare Products? (CE #356191 - 1hr.) David Garcia, Medicare Sales Specialist and Mary King, Lead Pre-Sale Support Specialist Warner Pacific ▪ Part D 2019: What You Need to Know to Be Able to Assist Medicare Beneficiaries (CE #382758 - 1hr.) Brad Miles, Owner, Brad Miles Insurance 	<ul style="list-style-type: none"> Elderberry Bear Fox Red Tailed Hawk Rabbit Manzanita

3:00 to 4:00 PM

Snack Break

Summit Foyer

BREAKOUT SESSION B

Conference Center

3:30 to 4:30 PM

▪ **Planning for Medicare AEP (CE #380776 - 1hr.)**

Neil Booth, Employee Benefits Agency Partner, AMA Insurance

Elderberry

▪ **Medicare Trends (CE #359491 - 1hr.)**

Ryan Dorigan, Regional Sales Manager, Applied General Agency

Bear

▪ **Commission Protection & the Impact on Insurance Clients
(CE #381997 – 1 hr.)**

Phil Calhoun, President, Integrity Advisors

Fox

▪ **Lifesecond: Chase the Nickel, Forget the Dime!**

Hal Stiffler, Western States Manager, and Linda Fabian, LifeShield

Red Tailed Hawk

▪ **Rethinking Retirement in California**

Isabel Sanchez, CalSavers Program

Rabbit

▪ **Think Bigger! Grow Your Business in 2020**

Cameron Greenlaw, COO and Michael Dysart, Co-Founder & CEO,
LifeBuilders Insurance Agency

Manzanita

5:30 to 7:30 PM

Summit Welcome Reception

Grand Ballroom Main &

West