

SCHEDULE OF EVENTS

Gaining the Edge

7:00 - 8:30 am	Registration, Exhibits & Continental Breakfast
8:30 - 8:40 am	Welcome Address
8:45 - 9:30 am	Speaker Presentation: Public vs Private Exchanges: What Brokers Need to Know Speaker: Ron Goldstein, President & CEO, CHOICE Administrators
9:45 - 10:45 am	Breakout Sessions 1, 2 & 3 <ul style="list-style-type: none">▪ Building Your Business <i>History of Benefits & Health Reform Updates (1-hour CEU • Course: 287971)</i> Karli Dunkelberger, Vice President Business Development, Benefits Compliance Link▪ Selling to the Silver Tsunami <i>Lions and Tigers and Bears! Medicare for the Group Broker: What They Need to Know</i> Maggie Stedt, CSA, LPRT, OCAHU Vice President of Membership, Stedt Insurance Services Matthew Hanson, President, Centennial▪ Innovation <i>A Medical Group Panel - The New Role They Will Play in the Future</i> David S. Kim, MD, Facility Medical Director, MemorialCare Medical Group Raymond J. Chicoine, Chief Operating Officer, Monarch HealthCare Rick Jacob, Vice President Business Development, Prospect and ProMed Medical System Kevin Manemann, Regional Chief Operating Officer, St. Joseph Heritage Healthcare, Southern California Region
11:00 - 11:45 am	Speaker Presentation: Take Me to Your Leaders Speaker: Sam Manfer, Seminar Leader, Sales Mastery
11:45 am - 12:00 pm	Pinnacle Award Presentation
12:00 - 1:15 pm	Lunch and Exhibits
1:15 - 2:15 pm	Breakout Sessions 1, 2 & 3 <ul style="list-style-type: none">▪ Building Your Business <i>A Professional Panel</i> Allison Smith Fay, Esq., Partner, Boutwell Fay LLP Francis X. Pisano, CPA, Managing Officer and Co-Founder, Hoffski & Pisano, CPAs Peggy Pargoff, PHR, Senior Vice President, ManagEase, Inc.▪ Selling to the Silver Tsunami <i>Medi-Medi</i> Brian Barry, Vice President Sales and Marketing, Easy Choice HealthPlan▪ Innovation <i>Moving Beyond Health Insurance</i> Steve Tonelli, Healthentic
2:20 - 3:20 pm	Speaker Presentation: Cathy Rigby, Olympian Gymnast, Actress and Motivational Speaker
3:20 - 3:30 p.m.	Raffles and Conclusion