

Senior Summit

Thursday – August 29, 2019

MORNING SESSIONS

7:00 to 11:00 AM	Registration	Summit Registration A, B
7:00 AM to 2:00 PM	Exhibit Hall Open	Grand Ballroom Main & West
7:00 to 11:30 AM	Continental Breakfast with Exhibitors and Partners	Grand Ballroom Main & West
8:45 to 9:00 AM	General Session: Welcome to Day 2 Maggie Stedt, CSA, LPRT, Yolanda Webb, CHRIS, Ricky Haisha, LUTCF, Summit Co-Chairs	Summit C
9:15 to 11:15 AM	General Session: Using Your Medicare Toolbox (CE #382772 – 2hrs.) Brad Miles, Owner, Brad Miles Insurance	Summit C
	Brand New Day: 2020 Certification Shaina Popkin, Director of Sales	Summit B
11:45 AM to 1:00 PM	Lunch in Exhibit Hall	Grand Ballroom Main & West
1:15 to 2:15 PM	Humana Product Training Dan Nazarek, Sales Manager	Summit E
1:15 to 3:15 PM	2020 WellCare Certification Sandra Villalba, Janet Walsh and Dale Washington, District Sales Managers	Summit A
	The AGA Advantage Ryan Dorigan, Regional Sales Manager, Orange County	Summit C
	UnitedHealthcare AEP 2020 MAPD and AARP Med Supp Training Rodney Gale, Sales Director	Summit D
	Humana Product Training Dan Nazarek, Sales Manager	Summit E
BREAKOUT SESSION A		Conference Center
1:15 to 2:15 PM	<ul style="list-style-type: none"> ▪ Best Practices for the Experienced Agent Focusing on the Senior Market (CE #377951-1hr.) Peter Blasi, President, Financial Grade ▪ Anthem Blue Cross: 2020 Product Training Jill Mattern, Specialty Broker Director ▪ Policy and Politics Impacting Rx Costs (CE #383091 - 1hr.) William Hepscher, Director, The Canadian MedStore ▪ Let's Talk About Medi-Cal Lisa Ramsey, Founder, Medi-Cal Consulting Services, Inc. ▪ Traditional vs Hybrid Long Term Care Insurance (CE #381971 - 1hr.) Stan Israel, LTC Specialist, Stan Israel Insurance Services, Inc. ▪ Life Insurance Settlements - Benefitting Your Client...and You! (CE #381032 - 1hr.) Lisa Rehburg, President, Rehburg Life Settlements 	Elderberry Bear Fox Red Tailed Hawk Rabbit Manzanita
3:00 to 4:00 PM	Snack Break	Summit Foyer
2:30 PM	Exhibit Hall Closed	
3:30 to 4:15 PM	General Session: Medicare Supplement Products & Sales Forum Blue Shield, United American, Anthem Blue Cross, AARP/UnitedHealthcare	Summit C
4:15 to 4:30 PM	Closing Statements, Awards & Exhibitor Raffle, Grand Prize	Summit C
4:30 PM	Adjourn	