



NABIP

ANNUAL CONVENTION



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FUTURE FORWARD

Connect, Innovate and Lead
June 28 - July 1, 2025
Fontainebleau Hotel | Miami, FL

PROFESSIONAL DEVELOPMENT SCHEDULE | MONDAY, JUNE 30, 2025

Room:	Glimmer 1	Glimmer 2	Glimmer 3	Splash 9/10
Track:	Medicare & Healthcare Innovation	Agency Growth & Business Strategies	Technology	Leadership
9:30 - 10:15 am	Getting Down & Dirty with Medicare Regulation <ul style="list-style-type: none"> ▶ Amanda Brewton, <i>Medicare Answers Now</i> ▶ Chalen Jackson, <i>McNerney Management Group</i> 	Innovations in Group Health Insurance: Not an Oxymoron <ul style="list-style-type: none"> ▶ Dave Dickey, <i>Second Story Sales</i> 	Tech Specialist/Trends in the employee benefits space - what's next? <ul style="list-style-type: none"> ▶ Dave Kerrigan, <i>BenefitPitch</i> 	Elevating Your Communication Skills, an interactive and high-level session <ul style="list-style-type: none"> ▶ Connie Podesta, <i>Connie Podesta Presents</i>
10:30 - 11:15 am	Reimagining Benefits: The Strategic Role of Brokers in the Evolving Health Insurance Landscape <ul style="list-style-type: none"> ▶ Annette Bechtold, <i>Forte Consulting</i> ▶ Mark Mixer, <i>HRASimple, LLC</i> 	Crushing Leads: A guide to squeezing the most out of your prospecting <ul style="list-style-type: none"> ▶ Justin Jacobs, <i>Health Plan Markets</i> 	Setting the new standard for employee healthcare: Harnessing AI for personalized care and broker success <ul style="list-style-type: none"> ▶ Guy Benjamin, <i>Healthee</i> 	Beyond Sales: The Leadership Shift That Fuels Sustainable Growth <ul style="list-style-type: none"> ▶ Jenn Walsh, <i>GenuineShift</i>
11:30 am - 12:15 pm	Thinking Bigger. How Brokers Can Bridge Healthcare Gaps <ul style="list-style-type: none"> ▶ Samantha George, <i>The Baldwin Group Health Insurance</i> 	M&A Panel: Agency Growth Playbook: Build Buy or Sell <p>Moderator:</p> <ul style="list-style-type: none"> ▶ Perry Braun, <i>Benefit Advisors Network</i> <p>Panelists:</p> <ul style="list-style-type: none"> ▶ Ted Crawford, <i>OneDigital</i> ▶ Tim Kanter, <i>InsZone Insurance</i> ▶ Tommy McDonald, <i>MarshBerry Managing</i> 	The Cyber Imperative: Protecting Your Data and Your Clients <ul style="list-style-type: none"> ▶ Joseph Saracino, <i>Cino Security Solutions</i> 	The Champion's Code: Building a Culture of Excellence and Leadership in a Disruptive World <ul style="list-style-type: none"> ▶ Ross Bernstein, <i>Ross Bernstein Speaking</i>