



FUTURE FORWARD


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

2025 ANNUAL CONVENTION SCHEDULE

FRIDAY, JUNE 27

9 am - 5 pm	2024 - 2025 NABIP Board meeting	Splash 5/6
3 pm	Exhibit company setup	Sparkle East & West
6 - 8 pm	Board dinner Sponsored by 	Offsite

SATURDAY, JUNE 28

8:30 am - 6 pm	Registration	Ocean Promenade West
8:30 am - 1 pm	Region 2, 5, 6 Leadership Summit	Glimmer 1
8:30 am - 2 pm	Exhibitor Setup	Sparkle East & West
10 am - 2 pm	Credentialing	Ocean Promenade West
2 - 5 pm	Big Splash Sponsor event with Cabanas Sponsored by  AvMed and Benepower	Poolside
2:15 - 3 pm	First Timers Event	Glimmer 1
6 - 8 pm	Welcome Reception and Party in the NABIP Marketplace	Sparkle East & West
8 pm	On Your Own in Miami Beach	

SUNDAY, JUNE 29

6:30 - 7:30 am	Sunrise Wellness Walk & Beach Cleanup Hosted by the 	Ocean Lawn Gate
7 am - 4 pm	Registration	Ocean Promenade West
7:30 - 8:30 am	NABIP Marketplace with Complimentary Breakfast	Sparkle East & West
8:30 am - 12 pm	General Session: <ul style="list-style-type: none">• Welcome• Morning Meditation Sponsored by IntelligentAxis• Nominations and Candidate Speeches• National Chapter Awards• Introduction to the Coalition for Inclusion in Benefits and Insurance & the New Spanish Certification• Federal Oversight, Market Impact: A Conversation with CCIO's Peter Nelson<ul style="list-style-type: none">▸ Peter Nelson, Deputy Administrator and Director of the Center for Consumer Information and Insurance Oversight (CCIO)▸ Jessica Brooks-Woods, CEO, NABIP• How Your Voice Can Change the World<ul style="list-style-type: none">▸ Keynote Speaker: Vani Hari, "Food Babe"• Wrap Up	Glimmer 5,6,7
9 am - 5 pm	NABIP PAC Lounge Open	Splash 5/6
12 - 2 pm	NABIP Marketplace Open with Complimentary Lunch Sponsored by 	Sparkle East & West

SUNDAY, JUNE 29 CONTINUED

12 - 2 pm Credentialing

Ocean Promenade West

2 - 4:45 pm General Session:

Glimmer 5,6,7

- **National Membership Awards**
- **The Power of Wellness: Women's Health at Work**
 - Mark Amouzgar, *March Health*
 - Karinn Glover, MD
 - Brenda Navin, *Launch My Health*
 - Jessica Shepherd, MD
- **REBC/Leadership Academy Graduation**
- **PAC Parade of Checks**
- **Delta Force Update**
 - Mark Gaunya, Chair
- **NABIP Town Hall**
 - Jessica Brooks-Woods, CEO
 - Alycia Riedl, President
 - Susan Rider, President-Elect
 - Mychal Walker, Treasurer

6:30 - 9:30 pm LPRT Member Event, by invitation only

Luster Gallerie/
Glimmer 5,6,7

MONDAY, JUNE 30

6:30 - 7:30 am Wellness Activity - Yoga on the Beach

Ocean Gate/Rain
Location Splash 12

7:30 - 8:45 am NABIP Marketplace with Complimentary Breakfast

Sparkle East & West

7:30 am - 2 pm Registration

Ocean Promenade West

8:30 - 9:15 am General Session:

Glimmer 5,6,7

- **Stand Out Communication: Life Would be Easy if it Weren't for Other People**
 - Connie Podesta, *Connie Podesta Presents*

8:30 am - 4:15 pm NABIP PAC Lounge Open

Splash 5/6

9:30 am - 2 pm Credentialing

Ocean Promenade West

9:30 - 10:15 am Breakout Sessions

Medicare & Healthcare
Innovation

Getting Down & Dirty with Medicare Regulation

Glimmer 1

- Amanda Brewton, *Medicare Answers Now*
- Chalen Jackson, *McNerney Management Group*

Track sponsored by:


Agency Growth &
Business Strategies

Innovations in Group Health Insurance: Not an Oxymoron

Glimmer 2

- Dave Dickey, *Second Story Sales*

Technology

Tech Specialist/Trends in the Employee Benefits Space - What's Next?

Glimmer 3

- Dave Kerrigan, *BenefitPitch*

Leadership

Elevating Your Communication Skills, an Interactive and High-Level Session

Splash 9/10

- Connie Podesta, *Connie Podesta Presents*

10:30 - 11:15 am Breakout Sessions

Medicare & Healthcare
Innovation

Reimagining Benefits: The Strategic Role of Brokers in the Evolving Health Insurance Landscape

Glimmer 1

- Annette Bechtold, *Forte Consulting*
- Mark Mixer, *HRASimple, LLC*

Track sponsored by:


Agency Growth &
Business Strategies

Crushing Leads: A Guide to Squeezing the Most Out of Your Prospecting

Glimmer 2

- Justin Jacobs, *Health Plan Markets*

Technology

Setting the New Standard for Employee Healthcare: Harnessing AI For Personalized Care and Broker Success

Glimmer 3

- Guy Benjamin, *Healthee*

Leadership

Beyond Sales: The Leadership Shift That Fuels Sustainable Growth

Splash 9/10

- Jenn Walsh, *GenuineShift*

MONDAY, JUNE 30 CONTINUED

11:30 am - 12:15 pm Breakout Sessions

Track sponsored by: 	Medicare & Healthcare Innovation	Thinking Bigger. How Brokers Can Bridge Healthcare Gaps ▶ Samantha George, <i>The Baldwin Group Health Insurance</i>	<i>Glimmer 1</i>
	Agency Growth & Business Strategies	M&A Panel: Agency Growth Playbook: Build Buy or Sell ▶ Moderator: Perry Braun, <i>Benefit Advisors Network</i> Panelists: ▶ Ted Crawford, <i>OneDigital</i> ▶ Tim Kanter, <i>InsZone Insurance</i> ▶ Tommy McDonald, <i>MarshBerry Managing</i>	<i>Glimmer 2</i>
	Technology	The Cyber Imperative: Protecting Your Data and Your Clients ▶ Joseph Saracino, <i>Cino Security Solutions</i>	<i>Glimmer 3</i>
	Leadership	The Champion's Code: Building a Culture of Excellence and Leadership in a Disruptive World ▶ Ross Bernstein, <i>Ross Bernstein Speaking</i>	<i>Splash 9/10</i>

12:15 - 2:15 pm NABIP Marketplace with Complimentary Lunch
Sponsored by  *Sparkle East & West*

2:15 - 3:30 pm General Session: *Glimmer 5,6,7*
 • **National Individual Awards**
 • **Our Needs Matter: An Innovation Discussion with Large Employers**
 ▶ Moderator: Dave Dickey, *Second Story Sales*
 Panelists:
 ▶ Tom Armani, *Dayforce*
 ▶ Denise King, *Medtronic*
 ▶ Rosa Novo, *Executive Benefits Director, Miami-Dade County Public Schools*
 ▶ Alycia Riedl, *Principal, Client Manager, Mercer*

3:45 - 4:30 pm Regional Meetings

Region 1: CT, ME, MA, NH, NY, RI, VT	<i>Splash 7/8</i>
Region 2: DE, MD, VA, NJ, PA	<i>Splash 11</i>
Region 3: IL, IN, KY, MI, OH, WV	<i>Splash 9/10</i>
Region 4: MN, IA, NE, ND, SD, WI	<i>Splash 12</i>
Region 5: AL, FL, GA, MS, NC, SC, TN	<i>Glimmer 5,6,7</i>
Region 6: AR, KS, LA, MO, OK, TX	<i>Glimmer 3</i>
Region 7: AZ, CO, ID, MT, NM, UT, WY	<i>Glimmer 2</i>
Region 8: AK, CA, HI, NV, OR, WA	<i>Glimmer 1</i>

6:30 - 7 pm Friends of Bill W *Plunge Boardroom*

6:30 - 7:30 pm Harold R. Gordon Annual Awards Gala Reception
Sponsored by  *Luster Gallerie*

6:30 - 7:30 pm LPRT Soaring Eagle/Past NABIP Presidents/Gordon Recipients Reception *Splash 7/8*


7:30 - 9:30 pm Harold R. Gordon Annual Awards Gala for Ticketed Guests. Formal Attire *Glimmer 5,6,7*

9:30 - 11:30 pm Gordon Gala After Party - Open to All Convention Attendees
Dress to Impress *Glimmer 5,6,7 and 1*

TUESDAY, JULY 1

8 - 9 am Credentialing *Ocean Promenade West*

8 - 9 am Continental Breakfast *Glimmer Foyer*

9 - 10:30 am General Session: *Glimmer 5,6,7*
 • **PBM's Unmasked: How to Evaluate, Compare, and Contract with Confidence**
 Sponsored by  *HEALTH STRATEGISTS*
 ▶ Moderator: Eric Barker, *True Rx Health Strategists*
 Panelists:
 ▶ Greg Baker, *Affirmed Rx*
 ▶ Mark Cuban, *Cost Plus Drugs*
 ▶ Matt Jarvis, *Lockton*
 ▶ Christine Johnston, *Foundational Pharmacy Strategies*
 ▶ Marc Sweeney, *Profero Team*

10:30 am - 12:30 pm House of Delegates/Voting *Glimmer 5,6,7*

12:30 - 2:30 pm 2025 - 2026 NABIP Board meeting *Splash 5/6*