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SHIFTING CLIENT PRIORITIES

MERGERS AND ACQUISITIONS

COST, RISK AND AFFORDABILITY

TRENDING TOPICS IN HEALTHCARE

MEDICARE

10:00 - 10:45 am

Proven Ways to Wow Your Clients Post Enrollment Season and Beyond
Steve Odgen,
Sales Manager,
AgencyBloc
Sponsored by AgencyBloc

Intentional Perpetuation Part I
Brett Rosen,
Principal,
Rosen Advisory

How to Compare an ICHRA to Traditional Methods
Annette Bechtold,
Leadership and Executive Coach and
Consultant, Forte Consulting

Matters of Perspective: Generational Viewpoints from Females in Benefits
Janet Trautwein,
Executive Vice President & CEO,
NABIP
Susan Combs,
CEO,
Combs & Company, LLC
Jasmine Keating,
Client Engagement Manager,
MZQ Consulting, LLC
Quincy Atwood,
Benefits Advisor,
Specialty Risk Insurance
Lisa Edwards - Hutcherson,
Voluntary Benefits Consultant,
Brown and Brown

Medicare State of the Union - 2023 and Beyond
Moderator: Mike Smith,
President, The Brokerage, Inc.
Panelists:
Amanda Brewton,
Owner of the FMO,
Medicare Answers Now
Patricia Griffey,
RHU, REBC,
Page 1 Agency
Chalen Jackson,
Key Accounts Specialist and
Compliance Officer,
MMG, Inc.

11:00 - 11:45 am

Long Term Disability - A Non-Health Insurance Approach Leading You to Success
Dane Rianhard,
Principal and Co-Founder,
TriBridg Partners, LLC
Sponsored by NextAgency

Intentional Perpetuation Part II
Moderator: Brett Rosen,
Principal, Rosen Advisory
Panelists:
Mark Gaunya,
Principal, Borislow
Dan Mangus,
VP of Growth and Development,
Senior Marketing Specialists
Robert Tierney,
Principal, OneDigital

Diabetes and Chronic Disease Risk Management Strategies: Effective health plan design techniques to reduce costs while also improving care
George Huntley,
COO and CFO,
Theoris Group, Inc.,
and CEO,
Diabetes Leadership Council

The Crisis in Cost-Sharing: Shifting the Focus from Payment Design to Plan Innovation
Kevin Kickhaefer,
President and
Chief Growth Officer,
Gravie

Clarifying Marketing Rules - Medicare Advantage for PY2024
Mike Smith,
President,
The Brokerage, Inc.
Justin Reinig,
Executive Leader,
Oberlin Marketing

11:45 am - 1:45 pm

LUNCH WITH EXHIBITORS

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SHIFTING CLIENT PRIORITIES

LEGISLATIVE IMPACT

COST, RISK AND AFFORDABILITY

TRENDING TOPICS IN HEALTHCARE

MEDICARE

2 - 2:45 pm

Simplifying HR Benefit Services - Employee Reengagement
Carla Adams,
Director of Benefit Services,
isolved

Compliance Corner
Jennifer Spiegel Berman,
CEO,
MZQ Consulting
Barb Gerken,
SVP, Director of Client Innovation and
Employee Benefit Compliance,
First Insurance Group
Annette Bechtold,
Leadership and Executive
Coach and Consultant,
Forte Consulting
Ross Carmichael,
Managing Director of Compliance
and Operations,
Higginbotham

How Employers Can Offer Valuable and Affordable Mental Health Benefits
Elizabeth Owings,
CEO & Co-Founder,
Samata Health
Sarah Malavernda,
Co-Founder &
Chief Operating Officer,
Samata Health

The Evolution of Reference - Based Pricing
Jacob Bohannon,
Director of Business Development,
Imagine360
Will Buckley,
Regional Vice President,
Market Leader,
Imagine360

How the Tech World Impacts Medicare
Moderator: Korey Ashton,
Director of Client Partnerships &
Insurance Solutions, SunFire
Panelists:
Justin Brock,
President and CEO,
Bobby Brock Insurance
Tony Merwin,
Owner,
Avila Medicare Solutions
David Ireland,
Regional Sales Director,
The Brokerage

3 - 3:45 pm

Paramount Communication and Engagement: Maximize Your Enrollment Success
Eric Silverman,
Founder and Owner,
Voluntary Disruption

ACA and Beyond Certification Primer from 3:00 - 4:30 pm
Paul Roberts,
Senior Director of Education &
Market Development,
Word & Brown

Health Status, Social Circumstances, and Medical Costs - Professionals Working More Effectively with Low-income People
Linda Riddell,
Chief Data Scientist,
Validation Institute

Telehealth Transformations - From Foundations to Its Future
Reid Rasmussen,
Co-Founder and CEO,
freshbenies
Michael Gorton,
Founder of Teladoc and
Founder and CEO of Recuro

How to Become a 6-Figure Senior Market Advisor
Brandon Clay,
CEO,
Brandon Clay Enterprises,
Author of
Six Hours to Six Figures

3:45 - 4:15 pm

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