

# Senior Summit

## Tuesday – August 22, 2023

*\*\*Daily sessions schedule subject to change*

8:00 AM to 5:00 PM	<b>Registration Open</b>
7:30 to 9:30 AM	<i>CONTINENTAL BREAKFAST: Sponsored by SCAN Health Plan</i>
<b>9:00 to 9:50 AM</b>	<b>General Session Welcome / Opening Statements</b>
10:00 to 11:15 AM	<b>2024 AEP Medicare Marketing Rules Panel Presentation w/Q&amp;A</b> <b>Speakers: Panel Presentation</b>
10:00 to 11:30 AM	<i>MORNING COFFEE BREAK: Sponsored by Jack Schroeder and Associates</i>
<b>11:15 AM to 12:30 PM</b>	<b>Keynote Presentation: How to Positively Disrupt Your Mindset &amp; Business</b> <b>Speaker: Tony Rubleski, <u>Mind Capture Group</u></b>
12:30 to 6:00 PM	<b>Exhibit Hall Open</b>
12:30 to 1:50 PM	<b>Lunch with Our Partners in Exhibit Hall</b>
<b>Education Sessions</b>	
2:00 to 2:50 PM	<b>The Future of Medi-Medi – Speaker: Gale Gajardo, SCAN Health Plan</b>
2:00 to 2:50 PM	<b>Sell Insurance Like it's 2023: Launch A Smart Insurance Website &amp; Watch It Work for You - Speaker: Andrew Kassover, AgentMethods</b>
2:50 to 3:00 PM	<i>SNACK BREAK: Sponsored by AgentMethods</i>
3:00 to 3:50 PM	<b>Why Do Clients Leave – Speaker: Steve Ogden, AgencyBloc</b>
3:00 to 3:50 PM	<b>Obscure Social Security Rules and Questions – Speakers: Thomas Drapala &amp; Melissa Warren, Registered Social Security Analysts</b>
4:00 to 4:50 PM	<b>CA Mandatory TAX for Long Term Care Overview – Speaker: Carl Fischer, AFEUSA</b>
4:00 to 4:50 PM	<b>2023 Medicare Trends (1-HR CE / Course: 388803) – Speaker: Jeff Sullivan, Senior Market Sales</b>
5:00 to 5:50 PM	<b>Employer Benefits vs Medicare Benefits (1-HR CE   Course: 356191)</b> <b>Speakers: David Garcia and Mary King, Warner Pacific</b>
5:00 to 5:50 PM	<b>Topic to Be Determined – Speaker: Brad Miles</b>
6:00 PM	<b>DINNER ON YOUR OWN</b>

## Wednesday – August 23, 2023

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7:00 AM to 12 PM	<b>Registration Open</b>
7:30 to 11:00 AM	<b>Exhibit Hall Open</b>
7:30 to 9:30 AM	<i>CONTINENTAL BREAKFAST in EXHIBIT HALL: Sponsored by Berwick Insurance</i>
<b>Education Sessions</b>	
8:30 to 9:20 AM	<b><i>The New LTCI Opportunity for California Agents – Speaker: Stan Israel, Stan Israel Insurance Services and Long-Term Care</i></b>
8:30 to 9:20 AM	<b><i>The Power of Branding – Speaker: Pete Blasi, Financial Grade</i></b>
<b>9:20 to 9:30 AM</b>	<b>GENERAL SESSION and Orders of the Day</b>
9:30 to 11:00 AM	<b><i>Legislative Town Hall Meeting: Shore to Shore w/Q&amp;A</i></b>
10:00 to 11:30 AM	<i>MORNING COFFEE: Sponsored by Optum</i>
<b>11:00 AM to 12:30 PM</b>	<b>Exhibit Hall CLOSED</b>
<b>11:05 AM to 12:30 PM</b>	<b><i>Keynote Presentation: Don't Keep Me a Secret Speaker: Bill Cates, <u>The Referral Coach</u></i></b>
12:30 to 6:00 PM	<b>Exhibit Hall Open</b>
12:30 to 1:50 PM	<b>Lunch with Our Partners in Exhibit Hall</b>
<b>2:00 to 2:50 PM</b>	<b>GENERAL SESSION / Medicare Advantage and Agent Support: A Carrier Panel</b>
3:00 to 3:15 PM	<i>SNACK BREAK: Sponsored by Center IPA Medical Group</i>
<b>Education Sessions</b>	
3:00 to 3:50 PM	<b><i>Dental Insurance “After the Sale” – Speaker: Chad Knies, Ameritas</i></b>
3:00 to 3:50 PM	<b><i>Scaling to 1,000 Clients: How Top Agents Run Their Business and Stay Sane During AEP (1-HR CE / Course: Pending) – Speaker: Sarah Jacobson, Fairstreet FMO</i></b>
4:00 to 4:50 PM	<b><i>Topic to Be Determined – Speaker: Brad Miles</i></b>
4:00 to 4:50 PM	<b><i>How to Protect Your Insurance Book of Business (1-HR CE / Course: 387777) – Speaker: Craig Gussin, Retire with Renewals</i></b>
5:00 to 5:50 PM	<b><i>Let's Have Some Fun – Speaker: Henry Romero, HRBC Insurance</i></b>
6:00 PM	<i>DINNER on Your Own</i>

## Thursday – August 24, 2023

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8:00 to 10:00 AM	<b>Registration Open</b>
8:00 AM to 12:00 PM	<b>Exhibit Hall Open</b>
8:00 to 10 AM	<i>CONTINENTAL BREAKFAST IN EXHIBIT HALL: Sponsored by The Brokerage</i>
9:00 to 9:55 AM	<b>2024 Humana First Look / Product Overview</b>
10:00 to 10:55 AM	<b>2024 Wellcare First Look /Product Overview</b>
10:00 to 11:30 AM	<i>MORNING COFFEE BREAK: Sponsored by FairStreet FMO</i>
11:00 to 11:55 AM	<b>2024 Alignment Healthcare First Look / Product Overview</b>
12:00 to 12:30 PM	<i>BOXED LUNCHES</i>
12:30 to 1:25 PM	<b>2024 Brand New Day &amp; Central Health Plan First Look / Product Overview</b>
1:30 to 2:25 PM	<b>2024 Aetna First Look / Product Overview</b>
2:30 to 2:50 PM	<b>2024 Anthem First Look / Product Overview</b>
3:00 to 4:00 PM	Closing Statements, Membership Results, Awards & Grand Prize Raffle
4:00 PM	Senior Summit Adjournment