

Senior Summit

Tuesday – August 23, 2022

8:00 AM to 12:00 PM	Registration	Summit Registration A, B
8:00 to 11:00 AM	Morning Coffee & Donuts Coffee Partner: Optum	Summit A, B, C Foyers
ALL GENERAL SESSIONS AND TRAINING SESSIONS TODAY ARE IN SUMMIT C		
9:30 to 10:30 AM	Alignment Health Plan 2023 Benefit Review & Annual Certification Kristina Simonds, Vice President Corporate Sales, Alignment Health Plan Holly Ackman, Principal, The Ackman Group	
10:30 to 10:50 AM	SCAN Health Plan 2023 First Look	
10:50 to 11:50 AM	Humana 2023 First Look Jose L. Cabrera Jr., MarketPoint Director, Humana	
11:50 AM to 1:00 PM	LUNCH on Your Own	
1:00 to 1:30 PM	AGA Gold Ribbon Partner: Product Information Session Patrick Rodriguez, President and Gold Ribbon Partner, Applied General Agency	
1:30 to 1:40 PM	A Word from NAHU's CEO Janet Trautwein, CEO National Association of Health Underwriters [NAHU]	
1:40 to 2:30 PM	Medicare Perspective from Washington D.C. Melanie Egorin, Ph.D., M.A., Assistant Secretary of Legislation, Department of Health and Human Services [HHS] Nicholas Uehlecke, Principal, Todd Strategy Group	
2:00 to 5:00 PM	Exhibit Hall Open	Grand Ballroom
2:30 to 2:45 PM	Afternoon Stretch with Trainer: Maria Arana, SilverSneakers®	
2:50 to 3:10 PM	Blue Shield 2023 First Look	
3:10 to 3:30 PM	Aetna Medicare Solutions 2023 First Look	
3:30 to 4:30 PM	Light & Fresh Snacks Break Partner: UnitedHealthcare	Summit A, B, C Foyers
3:30 to 3:50 PM	Brand New Day 2023 First Look	
3:50 to 4:10 PM	Central Health Plan 2023 First Look	
4:10 to 5:10 PM	Anthem 2023 Product Training Jill Mattern, Regional Sales Manager, Anthem Blue Cross	
5:10 to 6:10 PM	2023 Wellcare First Look & Product Overview Todd A. Alvarez, Senior Regional Agency Manager, Wellcare	
6:30 to 8:30 PM	Welcome Reception (A wristband is required to attend – purchased in advance only) Welcome Reception Partner: Sunfire Welcome Reception Drink Partner: Prospect Medical	

Wednesday – August 24, 2022

7:00 AM to 12 PM	Registration	Summit Registration A, B
7:30 to 9:30 AM	Sunrise Continental Breakfast Breakfast Partner: The Brokerage, Inc.	Summit A, B, C Foyers
ALL GENERAL SESSIONS AND TRAINING SESSIONS TODAY ARE IN SUMMIT C		
8:00 to 8:25 AM	Yoga Flow with Trainer: Maria Arana, SilverSneakers®	
8:30 to 9:20 AM	Senior Issues [CE: 387849] James Russ, CEO, Mike Russ Financial Training Centers, Inc.	
9:30 to 10:15 AM	Welcome, Flag Salute, Introductions Maggie Stedt, CSA, LPRT; Yolanda Webb, CHRS; Ricky Haisha, LUTCF, Summit Co-Chairs Gold Ribbon Partner Introduction: AGA Patrick Rodriguez, President and Gold Ribbon Partner, Applied General Agency Red Ribbon Plus Partner Introduction: Alignment Health Plan Red Ribbon Partner Introduction: Humana White Ribbon Partner Introductions: Golden Outlook, Jack Schroeder and Assoc., Optum and Wellcare NAHU and CAHIP President Introductions	
10:00 to 11:30 AM	Morning Coffee Coffee Partner: Green Leaf Medicare FMO	Summit A, B, C Foyers
10:15 to 10:45 AM	Up to the Minute Washington D.C. News for the Agent and Their Clients Janet Trautwein, CEO National Association of Health Underwriters [NAHU]	
11 AM to 12:15 PM	Keynote Presentation: The Art of Significance: Achieving the Level Beyond Success Dan Clark, Founder and CEO, International Leadership Development Company	
12:30 to 5:00 PM	Exhibit Hall Open	Grand Ballroom
12:15 to 1:25 PM	Healthy Choice Lunch Buffet Lunch Partner: Aetna Medicare Solutions	Summit A, B, C Foyers
1:30 to 1:55 PM	More Medicare Perspective from Washington D.C. Melanie Egorin, Ph.D., M.A., Assistant Secretary of Legislation, Department of Health and Human Services [HHS] Nicholas Uehlecke, Principal, Todd Strategy Group	
2: 00 to 2:25 PM	NAHU FMO / Advisory Committee: "What We Do for You!" Dwane McFerrin, Senior Vice President Med-Solutions, Senior Market Sales	
2:30 to 3:25 PM	Legislative Panel – Washington D.C. to California Melanie Egorin, Susan Rider, Dwane McFerrin, Sue Wakamoto-Lee, and Faith Borges	
3:30 to 4:30 PM	Grab-A-Snack Break Partner: AltaMed Afternoon Stretch with Trainer: Maria Arana, SilverSneakers®	Summit A, B, C Foyers
3:45 to 3:55 PM	A Few Minutes with Golden Outlook	
4:00 to 4:15 PM	A Few Minutes with Jack Schroeder and Associates	
4:15 to 4:30 PM	A Few Minutes with Wellcare	
4:30 to 4:45 PM	A Few Minutes with Optum	
4:45 to 5:35 PM	UnitedHealthcare/AARP Med Supp Product Rollout 2023 Regional & Sales Directors of LA, OC and San Diego, UnitedHealthcare Medicare & Retirement	
6:00 PM	Dinner on Your Own	

Thursday – August 25, 2022

7:00 to 11:00 AM	Registration	Summit Registration A, B
7:00 to 9:30 AM	Healthy Start Breakfast Breakfast Partner: Regal and ADOC Medical Groups	Summit A, B, C Foyers
8:00 AM to 2:00 PM	Exhibit Hall Open	Grand Ballroom
ALL GENERAL SESSIONS THIS MORNING ARE IN SUMMIT C		
8:00 to 8:30 AM	Cardio Fit Express with Trainer: Maria Arana, SilverSneakers®	
9:00 to 9:20 AM	Welcome, Membership and HUPAC	
9:30 to 10:20 AM	Prescription Drugs: Challenges and Options Dr. Sarah Chae, Dr. Sherrill Brown, Tamie Mongold, Bill Hepscher	
10:00 to 11:30 AM	Morning Coffee Coffee Partner: Brand New Day and Central Health Medicare Plan	
10:50 to 11:00 AM	White Ribbon Partners: Wellcare and Jack Schroeder and Associates	
11:00 AM to 12:15 PM	Keynote Presentation: How to Network & Influence through Speaking & Storyselling! Dan Clark, Founder and CEO, International Leadership Development Company	
12:15 to 12:30 PM	Closing Statement Maggie Stedt, CSA, LPRT; Yolanda Webb, CHRS; Ricky Haisha, LUTCF, Summit Co-Chairs	
	Membership Partner Presentation: Retire with Renewals	
	Grand Prize Partner Presentation: Van Berg Insurance Services	
12:00 to 1:30 PM	Grab & Go Lunch Buffet Lunch Partner: Senior Market Sales	Summit A, B, C Foyers
BREAKOUT SESSIONS		
1:30 to 2:20 PM	<ul style="list-style-type: none"> • How to Make Millions in Medicare Karina Romero, Vice President, HRBC • Strategies That Lower Rx Costs, AND Get You More Clients Bill Hepscher, Founder, The Canadian Medstore • Association Filed Insurance Plans-How do they Work? Wayne Goshkarian, Founder, Dylan Consulting, LLC and Consultant, AFEUSA • What a Legal Structure Can and Can't Do Danniel J. Wexler, Attorney, Strazzeri Mancini LLP and Phil Calhoun, Consultant Integrity Advisors • Who is Advanced Diabetes Supply? Lucy Niquet, Market Access Account Executive, Advanced Diabetes Supply 	Summit A Summit B Summit C Summit D Summit E
2:30 to 3:50 PM	Energizer Break Break Partner: AFEUSA	Summit A, B, C Foyers
3:00 to 3:50 PM	<ul style="list-style-type: none"> • MA Plans & Value-Added Benefits: The Latest Trends Craig Taylor, CLF, CLTC, DIA, Associate Director, Medicare Solutions Senior Market Sales • Cybersecurity for Today's World Dale Stein, Managing Partner, i-NETT, LLC • Unprecedented Changes for Medi-Cal Lisa Ramsey, Founder, Medi-Cal Consulting Services, Inc. • Automate, Digitize, and Modernize - Unlock the Insurance Agent's New Superpower to Sales Growth Aaron Kassover, Founder, AgentMethods • How to Protect Your Insurance Book of Business [CE: 387777] Craig Gussin, President, Retire with Renewals 	Summit A Summit B Summit C Summit D Summit E
4:00 PM	The End – Thank You for Attending the Senior Summit – See You in 2023!	