

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	Summit A, B, C Foyers
3:45 to 3:55 PM	Afternoon Stretch with Trainer: Maria Arana, SilverSneakers®	
4:00 to 4:15 PM	A Few Minutes with Golden Outlook	
4:15 to 4:30 PM	A Few Minutes with Jack Schroeder and Associates	
4:30 to 4:45 PM	A Few Minutes with Wellcare	
4:45 to 5:35 PM	A Few Minutes with Optum 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, HRBCStrategies That Lower Rx Costs, AND Get You More Clients Bill Hepscher, Founder, The Canadian MedstoreAssociation Filed Insurance Plans-How do they Work? Wayne Goshkarian, Founder, Dylan Consulting, LLC and Consultant, AFEUSAWhat a Legal Structure Can and Can't Do Danniel J. Wexler, Attorney, Strazzeri Mancini LLP and Phil Calhoun, Consultant Integrity AdvisorsWho 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 SalesCybersecurity for Today's World Dale Stein, Managing Partner, i-NETT, LLCUnprecedented 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, AgentMethodsHow 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!	