

SCHEDULE OF EVENTS

Today's Vision: Tomorrow's Reality

7:30 - 8:00 am	Registration, Exhibits & Continental Breakfast
8:00 - 8:30 am	Welcome and Opening Remarks
8:30 - 9:30 am	Breakout Sessions (Choose one)
<i>Group Benefits</i>	▪ Technology: Transforming the Employee Benefit Industry (1 CE - Course: 363531) Lisa Collins, Director, Broker Concierge Services, PrimePay
<i>Business Development</i>	▪ HIPAA Privacy & Security for the Health Insurance Professional (1 CE - Course: 382755) Dorothy Cociu, RHU, REBC, GBA, RPA, President and Primary Benefits and Compliance Consultant, Advanced Benefit Consulting
<i>Marketing and Medicare</i>	▪ Marketing Your Brand to Stand Out from the Crowd (1 CE - Course: 337592) Joe Navarro, Director, Broker Development, Warner Pacific
9:30 - 10:00 am	Exhibits
10:00 - 11:00 am	Annual Legislative Review 2019-2020 (1 CE - Course 383622) Faith Lane Borges, CA Association of Health Underwriters (CAHU) Legislative Counsel California Advocates, Inc.
11:00 am - 12:00 pm	Breakout Sessions (Choose one)
<i>Group Benefits</i>	▪ ACA Reporting: An Overview and New Developments (1 CE - Course: 362718) Marilyn A. Monahan, Esq., Owner, Monahan Law Office
<i>Business Development</i>	▪ Life Insurance Settlements - Benefiting Your Client...and You! (1 CE - Course: 381032) Lisa Rehburg, President, Rehburg Life Insurance Settlements
<i>Marketing and Medicare</i>	▪ Helping Seniors Maximize their Drug Plan Options (1 CE - Course: 372196) Maggie Stedt, CSA, LPRT, CA Association of Health Underwriters (CAHU) President Elect Stedt Insurance Services
12:00 - 1:00 pm	Lunch and Pinnacle Award Presentation (Exhibit Hall Closed)
1:00 - 2:00 pm	Keynote Presentation: Generational Selling Gap - Are You Ready? Jan Mesa, VP of Education and Sales Development, Word & Brown General Agency
2:00 - 2:30 pm	Exhibit Hall
2:30 - 3:30 pm	Breakout Sessions (Choose one)
<i>Group Benefits</i>	▪ Specialty Benefits: Life/AD&D, Dental and Vision (1 CE - Course: 235289) Sue Britton, Small Business, Core & Premier Specialty Sales – Southern California Blue Shield of California
<i>Business Development</i>	▪ Protecting Your Commissions and Your Business (1 CE - Course: 383128) Craig Gussin, CLU, CHRIS, DIF, President, Auerbach & Gussin Insurance and Financial Services
<i>Marketing and Medicare</i>	▪ Understanding of Medicare and Social Security Enrollment (1 CE - Course: 383127) Maggie Stedt, CSA, LPRT, CA Association of Health Underwriters (CAHU) President Elect Stedt Insurance Services
3:30 - 4:00 pm	Closing Remarks and Raffle Giveaway (Must be present to win prizes!)
4:00 pm	Happy Hour with Exhibitors

(For course descriptions, please visit speaker bios)