



# Media Advisory

- Who:** The National Association of Health Underwriters (NAHU)
- What:** The Future is Here: 87th Annual Convention and Exhibition
- When:** June 25-June 28, 2017
- Where:** Renaissance Orlando at SeaWorld in Orlando, Florida
- Why:** This innovative healthcare summit will focus on assisting health insurance professionals to better service their clients through the legislative and regulatory changes affecting the health insurance market. More than 500 health insurance professionals from across the country will gather to attend training for licensure renewal and get the latest legislative information.

## Sunday, June 25

8:30 – 12:00 p.m. **Learning Labs -- Professional Development**

8:30 – 9:30 p.m. **Learning Lab #1**

**Compliance Tools to Obtain New Business and Keep What You Have**

*Carolyn McNairy, Vice President of Compliance Services, TASC*

**Social Media: Moving From Beyond Buzzwords and in to an Effective Way to Grow Your Agency**

*Jeanne Brandone, Director of Sales & Training, eHealthApp*

**Federal Healthcare Reform 2017 and Beyond**

*David Grunke, Principal Consultant, Grunke Group, Inc.*

**Presence in Presenting**

*Karen Kirkpatrick, President, On Your Mark Consulting*

**Everything Group Brokers Need to Know About**

*Dwane McFerrin, Vice President of Medicare Solutions Senior Market Sales*

*Maggie Stedt, Owner, Stedt Insurance Services*

9:45 – 10:45 a.m. **Learning Lab #2**

**Understanding the Real Causes of High Healthcare Costs**

*Tim Callender, Vice President of Sales & Marketing, The Phia Group, LLC*

**Focusing ON Benefit Technology**

*Brian Slutz, Regional Sales Manager, hCentive*

**Red Light, Yellow Light, Green Light, GO!!**

*Karen Kirkpatrick, President, On Your Mark Consulting*

**Building Your Personal Legacy**

*Judy Hissong, Principal, Legal Leadership Institute*

**Medicare's Most Unusual Scenarios & Solutions**

*John Parker, Principal, Parker Agency*

*Erin Fisher, President, FindMedicarePlans.com*

11:00 – 12:00 p.m. **Learning Lab #3**

**Being Politically Neutral with Your Clients**

*Jessica Waltman, Principal, Forward Health Consulting*

*David Mordo, Director of Compliance & Broker Education, Arthur J. Gallagher*

**The Ideal Service Model: Self Service & Personal Engagement**

*Christopher Ryan, Vice President of Strategic Advisory Services, ADP*

**Conducting a Self-Audit of Health and Welfare Plan**

*Marilyn Monahan, Owner, Monahan Law Office*



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## **Marketing Medicare to Your Groups**

*Colleen Gimbel, Vice President of Marketing, Recruitment and Compliance, Berwick Insurance Group*

*Yolanda Webb, President, Webb Insurance Solutions*

2:30 –5:00 p.m. **General Session**

## **Keynote Speaker: Ruben Gonzalez**

*Four-time Olympian, Author and Award-Winning Speaker*

**Monday, June 26**

2:30 – 3:30 p.m. **Vision Speak -- Professional Development**

### ***The Parable of Two Brokers***

*Karen Kirkpatrick, President, On Your Mark Consulting*

### **Overcoming Your Toxic Relationship with Compensation**

*Kevin Trokey, Founding Partner & Coach, Q4intelligence*

### **Volunteerism and Its Cure**

*Mike Harris, President and COO, Uproar PR*

### **Account for This!**

*Judy Hissong, Nesso Strategies*

### **Meet the Bernie Madoff of Healthcare...Provider Networks**

*David Contorno, President and CEO, Lake Norman Benefits, Inc.*

### **The Power of the Mind**

*Charles Marshall, Founder and President, M Power Resources, LLC*

**For more information or to RSVP, please contact Kelly Loussedes, senior vice president of public relations, at 202-595-3074 or [kloussdes@nahu.org](mailto:kloussdes@nahu.org).**

*The National Association of Health Underwriters represents more than 100,000 professional health insurance agents and brokers who provide insurance for millions of Americans.*

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