

# Convention Highlights

Our keynote speakers on Sunday afternoon will be James Carville and Mary Matalin. In a joint presentation, they will give us an enlightening and entertaining look at today's most important political issues as well as a behind-the-scenes look at Washington politics. Co-authors of the national best seller *All's Fair: Love, War, and Running for President*, Matalin and Carville are key players on the national political stage. Between them, they have worked for every president over the last 25 years. In this presentation, Carville and Matalin combine their unique experience as perennial political insiders to provide a stimulating, candid and provocative analysis of the day's headlines and hot-but-not political issues from both sides of the political aisle for a lively and engaging exchange of views.



## What's New This Year?

Please take a look at the agenda to see the exciting changes we've made in this year's schedule. Following a special meeting for first-time attendees on Sunday morning, the convention will kick off with educational workshops sponsored by the Leading Producers Round Table. Phyllis Shelton, widely considered to be the leading long-term care insurance trainer in the country, will present "The LTC Insurance Producer – Successful Sales Techniques." This session will include techniques for making the sale and providing continued customer service after the sale. Dan Seidman of SalesAutopsy.com, recognized as one of the Top 12 sales coaches in America, will present "A Post-Mortem of Your Sales That Died." This interactive session will help you tap into the wisdom and strategies of world-class sales professionals.

Sponsored by LPRT, these sessions are open to all convention attendees. We anticipate that both sessions will be extremely popular, so each will be repeated, allowing you to attend both sessions. Continental breakfast will be provided to those who attend the LPRT workshops.

## NAHU 2006 Annual Convention and Exhibition Tentative Agenda

### FRIDAY, JUNE 23

8:00 a.m. - 5:00 p.m. Board of Trustees Meeting

### SATURDAY, JUNE 24

2:00 p.m. Registration Opens  
**Host Committee Events:**  
 9:00 a.m. Napa Valley Wine Tasting Tour  
 6:00 p.m. Private Ferry and Tour of Alcatraz

### SUNDAY, JUNE 25

8:00 a.m. – 8:30 a.m. First-Timers' Meeting  
 8:30 a.m. – 10:45 a.m. Educational Workshops  
 11:00 a.m. – 12:30 a.m. Exhibit Hall Open  
 12:30 p.m. – 1:30 p.m. Lunch on Your Own  
 1:30 p.m. – 3:30 p.m. Opening General Session  
 3:45 p.m. – 5:45 p.m. Regional Meetings  
 6:00 p.m. – 7:30 p.m. Welcome Reception  
 7:30 p.m. LPRT Cruise (by invitation only)

### MONDAY, JUNE 26

7:30 a.m. – 9:30 a.m. Awards Breakfast  
 9:30 a.m. – 12:00 noon Exhibit Hall Open  
 12:00 p.m. – 1:30 p.m. Lunch on Your Own  
 1:30 p.m. – 3:45 p.m. Educational Workshops  
 4:00 p.m. – 6:00 p.m. Town Hall Meeting

### TUESDAY, JUNE 27

8:00 a.m. – 9:30 a.m. Continental Breakfast in Exhibit Hall  
 9:45 a.m. – 11:45 a.m. General Session  
 11:45 a.m. – 1:15 p.m. Lunch on Your Own  
 1:15 p.m. – 3:00 p.m. Chapter Leadership Workshops  
 3:00 p.m. – 6:00 p.m. Free Time!  
 6:00 p.m. – 7:00 p.m. Gordon Memorial Award Reception  
 7:00 p.m. – 9:00 p.m. Gordon Memorial Award Dinner  
 9:00 p.m. – Midnight Dancing

### WEDNESDAY, JUNE 28

7:30 a.m. – 8:00 a.m. Voting  
 8:00 a.m. – 10:00 a.m. Regional Meetings  
 10:00 a.m. – 1:00 p.m. House of Delegates  
 2:30 p.m. – 4:00 p.m. Board of Trustees Meeting

## Education Workshops

In addition to the LPRT-sponsored workshops on Sunday, breakout sessions will be offered on Monday. Topics include **Legal Banking & Regulatory Issues Associated with HSAs, Increase Your Productivity and Your Income with Smarter Time Management, Increase Sales by Managing Your Website and Referrals, High-Tech DI – The Future of Your Commissions, Making Sense of Medicare Part D – Tools and Techniques, and CDHC - New Market Segment Opportunities.** You will be required to register in advance to attend education workshops. If you wish to obtain CE credits while attending the educational workshops; you must do the following:

- In advance, select the sessions you will be attending.
- Identify your local chapter representative ([www.nahu.org/chapter/index.htm](http://www.nahu.org/chapter/index.htm)) and have them contact [fross@nahu.org](mailto:fross@nahu.org) or (703)276-3825.

The NAHU education department will forward all required materials to your chapter representative for requesting approval of topics through your state's Department of Insurance. Note: Each state's DOI will vary on the required amount of time given for submitting requests for approval (30, 60 or 90 days).

## LPRT Qualifiers

LPRT Qualifiers will be receiving an invitation to a dinner cruise to be held on Sunday, June 25, immediately following the welcome reception.

## New Exhibit Hall Hours

A major attraction of the Convention, the NAHU Exhibition will feature a full contingent of companies displaying their latest products and services. You will have the opportunity to meet the companies' representatives, many of whom are NAHU members. The Exhibit Hall will be open on Sunday (11:00 a.m.-12:30 p.m.), Monday (9:30 a.m.-noon) and Tuesday (8:00 a.m.-9:30 a.m.). Complimentary refreshments will be available in the Hall on Sunday and Monday, and a continental breakfast will be served on Tuesday morning. We'll be holding prize drawings in the Exhibit Hall, and you must be present to win!

## Gordon Memorial Award Dinner

Always a highlight of the Annual Convention, the Gordon Memorial Award Dinner will be held on Tuesday, June 27. Seating is limited for this prestigious event, and individual tickets will not be sold. If you wish to bring a spouse or guest to the dinner, they will need to be a fully registered guest. Following the award presentation, we will head downstairs to the Pacific Concourse for dancing until midnight.

Special meal requirements should be indicated by checking the "special needs or special services" box on your registration form, and attaching a written specification of what you need in order to fully participate in the Convention. Please note that these requirements reflect needs, not preferences. Special requirements **MUST** be confirmed at the time you select your seat. The hotel staff will not be able to handle special requests made at the dinner.