

Senior Summit

Tuesday – August 22, 2023

8:00 AM to 5:00 PM	Registration	Summit Registration A, B
7:30 to 9:30 AM	Sunrise Continental Breakfast Breakfast Partner: SCAN Health Plan	Summit A, B, C Foyers
9:00 to 9:50 AM	Senior Summit Welcome, Opening Comments, Introduction of Dignitaries Maggie Stedt, CSA, LPRT; Yolanda Webb, CHRS; Ricky Haisha, LUTCF, Summit Co-Chairs	Summit C
	Gold Ribbon Partner Welcome – AGA	
	Red Ribbon Partner Welcome – Alignment Health Plan	
10:00 to 11:15 AM	2024 AEP Medicare Marketing Rules with Q & A Austin Felch, Applied General Agency, Patrick Speer, Alignment Health Plan, Dwane McFerrin, Senior Market Sales, and Nicholas Uehlecke, Todd Strategy Group	
10:00 to 11:30 AM	Morning Coffee Coffee Partner: Jack Schroeder and Associates	Summit A, B, C Foyers
11:15 AM to 12:30 PM	Keynote Presentation: How to Positively Disrupt Your Mindset & Business Tony Rubleski, President, Mind Capture Group	Summit C
12:30 to 6:00 PM	Exhibit Hall Open	Grand Ballroom
12:30 to 1:50 PM	Healthy Choice Lunch Buffet with Our Partners in the Exhibit Hall Lunch Partner: Brand New Day and Central Health Plan	
2:00 to 2:50 PM	The Future of Medi-Medi Gale Gajardo, SCAN Health Plan	Summit C
2:00 to 2:50 PM	Sell Insurance Like it's 2023 - Launch A Smart Insurance Website & Watch It Work For You Aaron Kassover, AgentMethods	Summit A
2:50 to 3:00 PM	Grab a Snack Break Partner: AgentMethods	Summit A, B, C Foyers
2:50 to 3:00 PM	Red Ribbon Partner Introduction – Alignment Health Plan	Summit C
3:00 to 3:50 PM	Why Do Clients Leave? Steve Ogden, AgencyBloc	
3:00 to 3:50 PM	Complex Social Security Rules and Questions Melissa Warren and Thomas Drapala, Registered Social Security Analysts	Summit A
3:50 to 3:55 PM	Red Ribbon Partner Welcome and Introduction – Golden Outlook	Summit C
4:00 to 4:50 PM	CA Mandatory TAX for Long Term Care Overview Carl Fischer, AFEUSA	
4:00 to 4:50 PM	2023 Medicare Trends (CE: 388803) Jeff Sullivan, Senior Market Sales	Summit A
4:50 to 4:55 PM	White Ribbon Introduction - Wellcare	Summit C
5:00 to 5:50 PM	Employer Benefits vs Medicare Benefits (CE: 356191) Mary King and David Garcia, Warner Pacific	
5:00 to 5:50 PM	Medicare Expert Toolbox for Agents (CE: 386435) Brad Miles, Brad Miles Insurance	Summit A
6:00 PM	Dinner on Your Own	

Wednesday – August 23, 2023

7:00 AM to 12 PM	Registration	Summit Registration A, B
7:30 to 11:00 AM	Exhibit Hall Open	Grand Ballroom
7:30 to 9:30 AM	Healthy Start Breakfast in Exhibit Hall Breakfast Partner: Berwick Insurance Group	
8:30 to 9:20 AM	The New LTCI Opportunities for California Agents Stan Israel, Stan Israel Insurance Services and Long-Term Care	Summit C
8:30 to 9:20 AM	The Power of Branding Pete Blasi, Financial Grade Senior Consultants	Summit A
9:20 to 9:30 AM	Welcome and Orders of the Day Maggie Stedt, CSA, LPRT; Yolanda Webb, CHRS; Ricky Haisha, LUTCF, Summit Co-Chairs	Summit C
9:30 to 11:00 AM	Legislative Town Hall: Shore to Shore Faith Borges, California Advocates, Inc., John Greene, NABIP, Tim Kanter, CAHIP, and Nicholas Uehlecke, Todd Strategy Group Membership Minute Cathy Daugherty, Region 8 PAC Chair	
10:00 to 11:30 AM	Morning Coffee Coffee Partner: Optum	Summit A, B, C Foyers
11:00 AM	Exhibit Hall – CLOSED	Grand Ballroom
11:00 AM to 12:30 PM	Keynote Presentation: Don't Keep Me a Secret Bill Cates, President, The Referral Coach	Summit C
12:30 PM to 5:00 PM	Exhibit Hall Open	Grand Ballroom
12:30 to 1:50 PM	El Indio Lunch Buffet with Exhibitors Lunch Partner: Aetna Medicare Solutions	
1:50 to 1:55 PM	White Ribbon Partner Introduction – Wellcare	Summit C
2:00 to 2:50 PM	Medicare Advantage and Agent Support Resources - Carrier Pane Todd A. Avarez, Wellcare, Michael Blea, SCAN Health Plan, Jose L. Cabrera Jr., Humana David Milligan, Alignment Health Plan, Martina Lee Strickland, Clever Care	
3:00 to 3:15 PM	Energizer Break Break Partner: Center IPA Medical Group	Summit A, B, C Foyers
3:00 to 3:50 PM	Dental: The Need to Know, Before and After the Sale Chad Knies, Ameritas	Summit C
3:00 to 3:50 PM	How to Protect Your Insurance Book of Business (CE: 387777) Craig Gussin, Retire with Renewals	Summit A
4:00 to 4:50 PM	Ted Talk with Nicholas Uehlecke Nicholas Uehlecke, Todd Strategy Group	Summit C
4:00 to 4:50 PM	Using US Government Approved Discrimination 2023/2024 Brad Miles, Brad Miles Insurance	Summit A
5:00 to 5:50 PM	Go Wild and Win Big with Jungle Bingo, Medicare's Winning Adventure! Henry Romero, HRBC Insurance	
6:00 PM	Dinner on Your Own	

Thursday – August 24, 2023

8:00 to 10:00 AM	Registration	Summit Registration A, B
8:00 AM to 12:00 PM	Exhibit Hall Open	Grand Ballroom
8:00 to 10:00 AM	American Morning Buffet in Exhibit Hall Breakfast Partner: The Brokerage	
8:50 to 9:00 AM	Welcome and Orders of Day Maggie Stedt, CSA, LPRT; Yolanda Webb, CHRS; Ricky Haisha, LUTCF, Summit Co-Chairs	Summit C
ALL SESSIONS TODAY ARE IN SUMMIT C		
9:00 to 9:55 AM	2024 Humana First Look and Product Overview Jose L. Cabrera Jr., MBA, Humana	
9:55 to 10:00 AM	Membership and PAC Minute	
10:00 to 11:30 AM	Morning Coffee Coffee Partner: Prospect Medical Group	Summit A, B, C Foyers
10:00 to 10:50 AM	2024 Wellcare First Look and Product Overview Todd A. Alvarez, Wellcare	Summit C
11:00 to 11:55 AM	2024 Alignment Health Plan First Look and Product Overview Kristina Simonds, Alignment Health Plan	
12:00 to 12:30 PM	Grab and Go Working Lunch	
12:30 to 1:20 PM	2024 Brand New Day / Central Health Plan First Look and Product Overview Shaina Popkin, Brand New Day	
1:30 to 2:25 PM	2024 Aetna Medicare Solutions First Look and Product Overview Annette Todd, Independent Medicare Health Insurance Sales Agent & Marketing Consultant	
2:30 to 2:50 PM	2024 Anthem First Look and Product Overview Krystal Spindler and Kade Muellher, Anthem	
3:00 to 3:50 PM	2024 UnitedHealthcare First Look and Product Overview Rodney Gale, UnitedHealthcare	
4:00 to 4:30 PM	What is an IPA? Regal Medical Group	
4:30 to 5:00 PM	Closing Statements, Membership Results, Awards & Grand Prize Raffle Announcement Grand Prize Partner Presentation: L A Care Health Plan	
5:00 PM	The End – Thank You for Attending the Senior Summit – See You in 2024!	