



*Celebrating
Supplemental to
Sensational*

2017 NACII Supplemental Benefits Forum Sessions

DAY	TITLE/DESCRIPTION	SPEAKERS
WEDNESDAY September 6, 2017 9:00–11:45am	Bonus Workshop Ken Smith's Principle-Centered Sales Training	Ken Smith, President and CEO; Ken Smith Sales Training and Consulting, Inc.
	2:00–2:30pm	Welcome and Introductory Comments Gary Harger, Vice President, Supplemental Health Sales; UnitedHealthcare
	2:30–3:45pm	Critical Illness Insurance and Hospital Indemnity Market Surveys Stephen Rowley, Vice President, Senior Account Executive; GenRe Corporation William Bade, FSA, MAAA Consulting Actuary; Milliman, Inc.
	4:00–5:00pm	Industry Leader Insights – Through the Crystal Ball in Washington Monica Francis, AVP, Risk Management; Colonial Life; Moderator Geraldyn Trujillo, Executive Director, Product Policy, AHIP Martin McGuinness, Vice President, Government Affairs D.C., Unum
THURSDAY September 7, 2017 8:30–10:00am	Product Strategy: Creating Your Optimal Portfolio	William Bade, FSA, MAAA, Consulting Actuary; Milliman, Inc.
	10:00–11:15am	Eastbridge Consulting – Supplemental Benefits Market Overview Bonnie Brazell, Vice President; Eastbridge Consulting Group, Inc.
	Concurrent Sessions 11:30am–12:30pm	Supplemental Benefits – A Product Introduction Stephen Rowley, Vice President, Senior Account Executive; GenRe Corporation Gary Harger, Vice President, Supplemental Health Sales; UnitedHealthcare
		Supplemental Benefits – A Product Deep Dive with Carrier and Producer Learnings Stephen Rowley, Vice President, Senior Account Executive; GenRe Corporation Gary Harger, Vice President, Supplemental Health Sales; UnitedHealthcare
	1:30–2:30pm	“Stuff” Happens – Now What? Darrell Spell, FSA, MAAA Principal and Consulting Actuary; Milliman, Inc. Moderator
Concurrent Sessions 2:45–3:45pm	Actuarial Professionalism – Continuing Education Session Mary Lynch Wagon, FSA, MAAA AVP and Pricing Actuary; Unum/Colonial Life; Moderator	
	Successful Selling – Tips and Techniques with Face-to-Face and Phone Sales of Supplemental Products Jeff Spain, CIC AFIS CWCA Vice President, Channel Sales; Chesapeake Life Insurance Company; Moderator Chuck Richards; Mitchell Swersky	
4:00–5:00pm	Enrollment vendors – Using technology to bring knowledge and value to increase employee participation	
FRIDAY September 8, 2017 8:30–11:30am	Bonus Workshop Milliman's Compliance	Stacy Koron, JD, CLU, FLMI Compliance Consultant; Milliman, Inc.