

You may attend any of the sessions below. **100% FREE access.**  
 We do ask you to "REQUEST A PASS" online so we can anticipate the needed seating. Thank you.

## National Medicare & Senior Insurance Sales Summit June 5, 2019 The Marriott Marquis Hotel, Atlanta, GA

### Selling Medicare Insurance Solutions IMPERIAL SALON A

### Senior Insurance Products / Lead Generation IMPERIAL SALON B

TIME	SESSION TITLE & DISTINGUISHED PRESENTER
8:00 AM	OPEN
8:30	MARKET OVERVIEW: THE LATEST DATA FOR MED SUPP AND MEDADVANTAGE SALES - TRENDS - FORECASTS Doug Feekin, Principal & Consulting Actuary, CSG Actuarial
9:00	WHERE MEDICARE ADVANTAGE IS HEADING - LATEST BENEFITS FOR YOU AND YOUR SALES Bob Brzyski, VP, Marketing, Pinnacle Financial Services
9:30	SMALL GROUPS: GENERATING BIG MEDIGAP BUSINESS BY WORKING THE SMALL GROUP MARKETPLACE Martina Wiedmayer, VP - Sales, Group, UnitedHealth Group
10:00	HOW TO REALLY MAKE MONEY (LIKE \$15,000 a year) SELLING PART D PRESCRIPTION DRUG PLANS Jerold Johnson, President, National Contracting Center
10:30	THE BETTER TARGET MARKET: SUCCESSFULLY SELL MEDICARE SUPPLEMENT TO CONSUMERS 70 AND OLDER Devin Rubin, Managing Dir., Golden Years Design Benefits
11:00	HIGH DEDUCTIBLE PLAN F: THE MOST MISUNDERSTOOD MEDIGAP PLAN Ryan Sykes, Ntl Dir of Sales, United American/Globe Life of NY
11:30	GROW - PROTECT - EXIT: BEST STRATEGIES TO MAXIMIZE PROFITS NOW, PREPARE FOR RISKS & FUTURE SALE Keith Nabb, Founder & Principal, Affordable Medicare Solutions

TIME	SESSION TITLE & DISTINGUISHED PRESENTER
8:00 AM	THE OVERLOOKED SALES OPPORTUNITY: SHORT-TERM CARE - FOR SENIORS WHO CAN'T AFFORD OR QUALIFY FOR LTC TBD
8:30	5 NEW LTC SOLUTIONS YOU'VE NEVER THOUGHT ABOUT; NEW PRODUCTS - NEW OPTIONS NOW AVAILABLE Bill Jones, President, National Alliance of Insurance Agencies
9:00	DO YOU HAVE THE STRUCTURE TO BE SUCCESSFUL SELLING MEDICARE & SENIOR INSURANCE SOLUTIONS Chris Weir, Owner, Lead Concepts
9:30	THE 4 THINGS SENIORS ARE CONCERNED ABOUT - AND THE SCRIPTS THAT PULL THEM IN Lloyd Lofton, President, 7 Figure Sales
10:00	THE NEW LTC TALK: HOW TO SUCCESSFULLY TALK & SELL THE NEW LONG-TERM CARE SOLUTIONS Angie Hughes, LTC Marketing Director, ProducersXL
10:30	POSITIONING CANCER PLANS: HOW TO EASILY INCLUDE THEM IN YOUR PRODUCT PORTFOLIO Michael Prothe, Sales Director, Mutual of Omaha
11:00	BUILD A NEW PROFIT CENTER: UNLOCK THE HIDDEN VALUE OF LIFE INSURANCE FOR SENIORS TO PAY FOR LONG-TERM CARE Chris Orestis, EVP, Secondary Markets, GWG Holdings, Inc.
11:30	HOLD  VSP - VISION

**12:00 - 1:00 NO SESSIONS - TAKE THIS TIME TO MEET WITH EXHIBITORS IN THE ATRIUM FOYER AND ATRIUM BALLROOM**

1:00 PM	STRATEGIES SHARED BY OUR TOP MEDIGAP PRODUCERS; LAED GEN, SALES STRATEGIES, REFERRALS & MORE Ryan Kimble, President, Agent Pipeline, Inc.
1:30	LEGISLATIVE UPDATE FOR MEDICARE INSURANCE PRODUCERS - FEDERAL & STATE INITIATIVES & ISSUES John Greene, VP Cong. Affairs, Ntl. Assoc of Health Underwriters
2:10	MED SUPP SALES LEADING PRODUCER ROUNDTABLE: - HEAR FROM OUR PANEL OF TOP MEDIGAP AGENTS - Leading producers who each sell numerous Medigap policies yearly, share how they get more prospects and the tips and tactics that make them THE BEST OF THE BEST. Plus, ample time to get your questions answered. Panel Moderator: Jesse Slome, Director, American Association for Medicare Supplement Insurance

1:00 PM	AN AGENT'S GUIDE TO USING SOCIAL MEDIA TO GENERATE MORE CONNECTIONS THAT LEAD TO MORE SALES -- Dvora Ivankowski, Branding Strategist, Agent Methods
1:30	30 MINUTES TO A LinkedIn PROFILE THAT GETS LEADS AND SETS YOU APART FROM ALL OTHER MEDICARE AGENTS Jesse Slome, President, Sales Creators, Inc.
2:00	HOW TO ORDER LEADS FOR MEDICARE AND AEP: MAXIMIZING RESPONSE & MINIMIZING COST Richard Bufkin, President, Target Leads
2:30	MULTI-TOUCH CAMPAIGNS ARE MORE EFFECTIVE: HOW TO SUCCESSFULLY IMPLEMENT ONE Chris York, Senior VP, Dialog Direct - Kramer Direct

**THE FREE DAY PROGRAM CONCLUDES AT 3:00 PM**

Watch Sessions Filmed At Prior Year's Medicare Sales Summits [www.MedicareSupp.org/library](http://www.MedicareSupp.org/library)