

2021 National Medicare Supplement Industry Summit

the FREE DAY FOR AGENTS & BROKERS



FINAL - 2021

Selling Medicare Insurance Solutions SCHAUMBURG EAST BALLROOM

TIME	SESSION # - TITLE - PRESENTER
8:00 AM	1. MARKET OVERVIEW: THE LATEST DATA FOR MED SUPP AND MEDADVANTAGE SALES - TRENDS - FORECASTS Jared Strock, CSG Consulting Group, Omaha, NE
8:30	2. LEGISLATIVE UPDATE FOR MEDICARE INSURANCE PRODUCERS - FEDERAL & STATE INITIATIVES & ISSUES Chris Hagerstrom, Marketing VP, Jack Schroeder & Assoc.
9:00	3. GRASS ROOTS LOCAL MEDICARE MARKETING, PLUS STRATEGIES TO BUILD MEDICARE REFERRALS David Cheatham, Owner, Family First Solutions Grp., IL
9:30	4. THE GOLDEN TICKET: BUILDING A STRONG PRACTICE WITH MEDICARE EDUCATIONAL SEMINARS Howard Peck, Pres., Senior Ins Solutions, Green Lane, PA
10:00	5. MEDICARE ADVANTAGE - NOT A COMMODITY SALE THERE'S SO MUCH MORE TO MA PLANS TO CONSIDER Bob Brzyski, VP, Pinnacle Financial Services, PA
10:30	6. MOST COST & TIME-EFFICIENT WAY TO USE PART D TO RETAIN MEDICARE CLIENTS AND SELL MORE Gus Smith, Head of Sales, Trusty,Care, New York, NY
11:00	7. 10 TIPS & TACTICS FOR SUCCESS: WHAT WORKS FOR OUR TOP MEDICARE ADVANTAGE PRODUCERS Craig Taylor, Assoc Dir. Med Solutions, Senior Market Sales
11:30	8. HOW TO MAKE THE MEDIGAP SALE BY PHONE EASIER; TIPS FROM A MEDIGAP SALES-BY-PHONE PRO Chris Westfall, President, MedicareAgentTraining.com

Lead Gen / Tech / Business Development SCHAUMBURG WEST BALLROOM

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8:00 AM	12. USING LIFE SETTLEMENTS TO GENERATE NEW LEADS & PROSPECTS AS A TAX FREE LTC FUNDING OPTION Chris Orestis, Founder, Life Care Funding, Portland, ME
8:30	13. USE READILY AVAILABLE VIRTUAL ASSISTANCE TOOLS TO GROW YOUR MEDICARE BUSINESS Todd Brauch, Senior Insurance Marketing, Lincoln, NE
9:00	14. TURNING 65 LEADS - WHAT TO MAIL FOR MA vs MED SUPP: TIPS TO FIND PROSPECTS WITH MONEY Chris Weir, CEO, Lead Concepts, Irving, TX
9:30	15. STRATEGIES TO INCREASE RESPONSE RATES FOR MEDICARE'S AEP 2021 Chris York, Senior VP Health, Kramer Direct, Richardson, TX
10:00	16. 5 TO 11 CONTACTS MAXIMIZES YOUR LEAD INVESTMENT; WHAT YOU MUST DO TO STOP WASTING LEAD DOLLARS Eric Fierro, Founder, Senior Sales University, Phoenix, AZ
10:30	17. LEAD GEN: EVERYTHING WORKS A LITTLE; BUT WHAT REALLY WORKS TODAY FOR MEDICARE LEADS Justin Brock, President, Medicare Gurus, Tupelo, MS
11:00	18. USING YOUTUBE & FACEBOOK TO GET MEDICARE APPOINTMENTS WITH PROSPECTS WHO WANT TO TALK TO YOU Justin Thomas, Pres. Insurance Advertising Mstrs, Omaha, NE
11:30	19. LEVERAGE TECHNOLOGY TO INCREASE AEP SALES & BEYOND Devin Rubin, Chief Technology Officer, Golden Years, NJ

DON'T MISS YOUR FINAL CHANCE TO MEET WITH EXHIBITORS
The Exhibit Hall Closes at 3:00 PM

1:15	9. MOST EFFECTIVE & EFFICIENT WAYS TO WORK MEDICARE LEADS - FOLLOWING-UP & OVERCOMING OBJECTIONS Cody Askins, CEO, Cody Askins LLC, Springfield, MO
1:45	10. BE THAT "COMPLETE MEDICARE ADVISOR" TO YOUR CLIENTS; ELEVATE YOURSELF ABOVE OTHER AGENTS Rick Roberts, Medicare Marketing Manager, Producers XL
2:15	11. EXPAND YOUR BUSINESS INTO UNDER 65 HEALTH; PROFIT NOW & BUILD FUTURE MEDICARE CLIENTS Andy Dastur, President, North American Life Plans, Frisco, TX

1:15	20. WHAT'S YOUR CURRENT MED SUPP BUSINESS WORTH - IN IMMEDIATE CASH + BEST WAYS TO GROW FUTURE VALUE Robert Gray, CEO, Insurety Capital, Miami, FL
1:45	21. VIRTUAL PROSPECTING, PRESENTING & CLOSING THE KEYS TO SUCCESS WHETHER YOU ARE JUST STARTING OR WANT TO BE BEST OF BREED (a 60-minute session) Lloyd Lofton, CEO, Power Behind The Sale, Conyers, GA

The Free Day Ends at 3:00 PM
Thank you for attending