

## LIDMA 2018 CONFERENCE AGENDA

<b>Sunday, 10 14</b>		
<b>Time</b>	<b>Function / Presentation</b>	
	LIDMA Arrivals	
1:00 – 3:00 PM	LIDMA Leadership Meeting	
3:00 PM	Registration Open	
3:00 – 5:00 PM	Business Showcase Set-up	
4:45 – 5:45 PM	LIMDA 1 <sup>st</sup> Timer Reception with Exhibitors	
6:00 –9:00 PM	LIDMA WWII Dinner Event presented by Exam One	
<b>Monday, Oct 15</b>		
<b>Time</b>	<b>Function / Presentation</b>	<b>Presenters</b>
7:30 AM	Registration Continued	
7:30 – 8:00 AM	Continental Breakfast	
8:00 – 8:30 AM	Premier Hosted Session	Paperless Solutions Group
8:35- 9:05 AM	Premier Hosted Session	Lincoln Financial
9:10 – 9:40 AM	Premier Hosted Session	Jornaya
9:45 – 10:15 AM	Premier Hosted Session	AIG
10:20 – 10:50 AM	Premier Hosted Session	ExamOne
10:55 – 11:25 AM	Premier Hosted Session	Pacific Life
11:30 AM – 12:00 PM	Premier Hosted Session	Legal and General America
12:15 – 1:00 PM	Networking Lunch	
1:00 – 1:30 PM	Conference Opening Session	R. Jan Pinney, LIDMA President
1:30 – 2:00 PM	Real Life Story – Understanding Its True Value	John Horsley

2:00 – 3:00 PM	You Have Eight Seconds, Go! Selling in a Social World	Marti Post, Chief Strategy Officer, Mindset Digital
3:00 – 3:30 PM	Exhibit Hall Connect	
3:30- 4:30 PM	Private Equity / Venture Capital: Fire & Fury! – An interactive panel of life insurance CEOs and investors debate intersecting expectations, no boxing gloves allowed!	Moderator: Bob Bland, CEO, LifeQuotes
4:30- 4:45 PM	Vision Award	
4:45 PM	LIDMA closing remarks	R. Jan Pinney, LIDMA President
6:00 – 8:00 PM	LIDMA Networking Dinner	
8:00 - ???	Take the time to enjoy the town and all New Orleans has to offer!	
<b>Tuesday, Oct 16</b>	<b>GENERAL SESSION</b>	
<b>Time</b>	<b>Function / Presentation</b>	<b>Presenters</b>
7:45 – 8:30 AM	Buffet Breakfast	
8:30 – 8:45 AM	Welcome /Back - Life Lessons Scholarship	R. Jan Pinney, LIDMA President
8:45 – 10:00 AM	Outside the Black Box. A new world and unexpected consequences of automated UW	Moderator: Frank T. Gencarelli, LIDMA Advisory Board  Panelists: Zach Pugh, Head of Life & Health Underwriting – US, Swiss Re; Ben Johnson, Pricing Actuary, Legal & General; Nicole Buckenmeyer, Executive Vice President, Zander Insurance; Joseph Klein, IV, Senior VP, Marketing & National Accounts, APPS-Portamedic; Bassam Chaptini, Chief Analytics Officer, Unqork, a partner of Ash Brokerage, Keith Hoeffner, Director, Life Sales, Lexis Nexis Risk Solutions
10:00- 10:15 AM	Exhibit Hall Connect	
10:15 – 10:45 AM	Medicare ... Is It in Your Future?	Mimi Flowers, Vice President, Strategy & Client Relations, Anderson Direct & Digital

10:45 – 12:00 PM	Secrets of the Masters: Maximizing Client Value / Cross Selling	Moderator: Byron Udell, President/CEO, AccuQuote  Panelists: Shervin Eftekhari, President, Zander Insurance; Tom Grant, President, SelectQuote Senior; Bob Bland, CEO, Life Quotes; Mike Goldberg, President, The Goldberg Agency
12:00 – 12:45 PM	Networking Luncheon	
12:45 – 1:35 PM	Interactive Breakout Sessions – concurrent/repeating:  Coffees for Closers  Groundhog Day  Show Me the Money!	Facilitators:  Denis Clifford, Senior Vice President, SBLI  Pat Wedeking, Vice President, Crump   InsureNow  Shervin Eftekhari, President, Zander Insurance
1:40 – 2:35 PM	Interactive Breakout Sessions – concurrent/repeating:  Coffees for Closers  Groundhog Day  Show Me the Money!	Facilitators:  Denis Clifford, Senior Vice President, SBLI  Pat Wedeking, Vice President, Crump   InsureNow  Shervin Eftekhari, President, Zander Insurance
2:40 – 3:25 PM	Interactive Breakout Sessions – concurrent/repeating:  Coffees for Closers  Groundhog Day  Show Me the Money!	Facilitators:  Denis Clifford, Senior Vice President, SBLI  Pat Wedeking, Vice President, Crump   InsureNow  Shervin Eftekhari, President, Zander Insurance
3:25 – 3:45 PM	Exhibit Hall Connect	
3:45 – 4:45 PM	Serial Entrepreneur	Tom Grant, President, SelectQuote Senior
4:45 – 5:00 PM	LIDMA Innovation Award / Closing comments	Frank T. Gencarelli / R. Jan Pinney
5:30 – 7:30 PM	Innovation Exchange	
7:30 PM - ???	One last night in New Orleans to explore great food and entertainment!	
Wednesday, Oct 17	Departures	