



Agenda

Wednesday, February 1

6:00-8:00 pm Meet, Greet & Eat

Join us at the hotel's beach tent for heavy hors d'oeuvres, cocktails & mingling with other attendees and teamLLIS

Thursday, February 2

	<u>Session</u>	<u>Topics</u>	<u>Facilitator</u>
8:00-8:30 am	Continental breakfast/Welcome remarks (8:30 am)		Mark Maurer, CFP® President & CEO
8:45-9:45 am	Back to the Future: A Look At Underwriting From The Past To The Future	Life Insurance Underwriting	Jennifer Stiles, ALU, FLMI Supervisor, New Business
9:45-10:00 am	Break		
10:00-11:00 am	Low-Cost Peace of Mind With Life Insurance	Life Insurance	Mark Maurer, CFP® President & CEO
11:00-11:15 am	Break		
11:15 am-12:15 pm	Protecting Your Income with Disability Insurance	Disability Insurance	Brian Ciccarelli & Taylor West Disability & Term Specialists
12:15-1:15 pm	Lunch		
1:15-2:15 pm	Disability Insurance Claims: What to Know	Disability Insurance	Robert Leary Disability Income Regional Vice President (Principal Financial Group)
2:15-2:30 pm	Break		
2:30-3:30 pm	Innovative Ways to Keep and Reward Employees with Business Life and Disability Protection	Business Planning with Life & DI	Mark Maurer, CFP® President & CEO Kathy Bilodeau DI Specialist

Friday, February 3

	<u>Session</u>	<u>Topics</u>	<u>Facilitator</u>
	Breakfast-on-your-own vouchers (Sheraton guests only) Welcome Back (8:30 am)		
8:30-9:30 am	Guide to Annuities: What They Are and How They Work	Annuities	Cooper Sinclair Sammons Financial Group
9:30-9:45 am	Break		
9:45-11:15 am	Revising Insurance Policies as Life Changes	Policy Reviews	Mark Maurer, CFP® President & CEO
11:15-11:30 am	Break		
11:30 am-1:00 pm	Planning Ahead with LTCi and Hybrid Policies	LTCi and Hybrids	Jill MacNeil Long Term Care Specialist Jerry Skapyak, LUTCF Annuity/Hybrids Specialist
1:00-2:00 pm	Lunch		
2:00-3:00 pm	Four in a Row, Go for The High Score!	Interactive Learning Session	Mark Maurer, CFP® President & CEO
3:00-3:15 pm	Break		
3:15-4:15 pm	Insurance Academy Sketch	Interactive Learning Session	Mark Maurer, CFP® President & CEO