



Preliminary Agenda

Wednesday, February 28

6:00-8:00 pm *It's 5 o'clock Somewhere* (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 29

	<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	Life Insurance Underwriting	Jennifer Stiles, ALU, FLMI & Meisha Brannan Supervisor, New Business
9:45-10:00 am	Break	
10:00-11:00 am	Term Life Insurance	Brian Ciccarelli Disability & Term Specialist
11:00-11:15 am	Break	
11:15 am-12:15 pm	Perm Insurance/LTCi/Hybrids	Mark Maurer, CFP® President & CEO
12:15-1:15 pm	Lunch	
1:15-2:15 pm	LTCi with statewide programs	Larry Moore Regional Vice President (National Guardian Life Insurance Company)
2:15-2:30 pm	Break	
2:30-3:30 pm	Interactive Session I	Mark Maurer, CFP® President & CEO

Friday, March 1

	<u>Topics</u>	<u>Facilitator</u>
8:30-9:30 am	Annuities	Jerry Skapyak, LUTCF Annuity/Hybrids Specialist
9:30-9:45 am	Break	
9:45-10:45 am	Disability Insurance Underwriting	Bob Herman (Principal Financial Group)
10:45-11:00 am	Break	
11:00 am-12:00 pm	Disability Insurance	Taylor West Disability & Term Specialist
12:00-1:00 pm	Lunch	
1:00-2:00 pm	Specialty Disability Insurance	Kathy Bilodeau Disability, CI & Group Specialist
2:00-2:15 pm	Break	
2:15-3:15 pm	Interactive Learning Session II	Mark Maurer, CFP® President & CEO