California Association of Health Underwriters  
www.cahu.org

Health Care Retreat  
September 11-13, 2017  
Pala Casino  
SCHEDULE  
As of August 8, 2017

Monday September 11, 2017

1:00pm to 5:00pm  CAHU Board of Directors Meeting (all AHU members invited to attend)
6:00pm to 8:00pm  President's Reception

Tuesday September 12, 2017

Morning  Yoga Session  
7:30am to 6:30pm  Registration Open  
8:00am to 9:00am  Breakfast with Exhibitors  
9:00am to 12:00pm  Professional Development Sessions:  
   9:00am - 12:00pm  Code and Ethics, Joe Navarro (Space is limited; first come, first seated.)  
   9:00am - 12:00pm  Reducing Health Care Costs with Yoga and Meditation, Naama Pozniak  
   9:00am - 12:00pm  Avoiding Compliance Pitfalls Part II, Marc McGinnis  
   9:00am - 10:00am  Succession Planning for Agencies, Phil Calhoun and Maggie Stedt  
   9:00am - 10:00am  Reducing Health Care Costs with Yoga and Meditation, Naama Pozniak  
   10:00am - 11:00am  Simplified Business Planning, Alan Katz  
   10:00am - 11:00am  CAHU PAC - Where does the Money GO?, Ryan Neace and Julianne Broyles  
   10:00am - 11:00am  Communicating Value to the Client, Nelson Griswold  
   11:00am - 12:00pm  Delivering Meaningful Value to the Client, Nelson Griswold  
   11:00am - 12:00pm  Agents and the Future?, Michael Lujan  
   11:00am - 12:00pm  Social Media Made Powerful, Dawn McFarland  
   11:00am - 12:00pm  High Tech and Cyber Security - What to do to Protect Your Agency, Frans Trisnadi  
12:00pm to 1:00pm  Lunch with Exhibitors -- Sponsored by Health Net  
1:00pm to 1:15pm  Health Care Retreat Opening Remarks (Pledge of Allegiance and National Anthem)  
1:15pm to 2:00pm  CAHU Awards Ceremony  
2:00pm to 3:00pm  CAHU Town Hall  
3:00pm to 4:00pm  Exhibitor Break  
4:00pm to 5:00pm  Keynote Speaker: A New Opportunity is Knocking, Do you hear it? With Nelson Griswold  
6:00pm to 10:00pm  Vanguard Council Karaoke Party!

Wednesday September 13, 2017

Morning  Group Walk  
7:30am to 2:30pm  Registration Open  
8:00am to 9:00am  Breakfast with Exhibitors  
9:00am to 9:30am  Health Care Retreat Opening Remarks (Pledge of Allegiance and National Anthem)  
9:30am to 10:30am  CAHU Legislative Update  
10:30am to 11:00am  Exhibitor Break  
11:00am to 12:00pm  National Update  
12:00pm to 1:00pm  Lunch with Exhibitors  
12:00pm to 1:00pm  CAHU PAC Lunch  
1:00pm to 2:00pm  “Coffee Table Session”: White Paper on Fees and Commissions, Mark Robinson, Esq. and Julianne Broyles  
2:00pm  Closing Remarks and Raffle