

CA STATEWIDE MEDICARE EXPO 2020

VIRTUAL AGENDA

WEDNESDAY, AUGUST 26TH

- 8:45 AM OPENING MEDITATION
- 9:00 AM OPENING GENERAL SESSION
- 9:30 AM CMS - PETER BAUER REGION 9
- 10:30 AM BREAK - ORDER GRUB HUB!
- 10:45 AM REGIONAL BREAKOUTS
PROVIDER PANEL
- 12:30PM LUNCH AND GAMES WITH
EXHIBITORS
- 1:30 PM CE LEGISLATIVE UPDATE - JOHN GREENE
- 2:30 PM CHOOSE FROM 5 TRACKS!
- 5:30 PM NETWORKING HAPPY HOUR

THURSDAY, AUGUST 27TH

- 8:45 AM OPENING MEDITATION
- 9:00 AM SOCIAL SECURITY AND MEDICARE
- 10:30AM REGIONAL BREAKOUTS
CARRIER PANEL
- 11:45 AM BREAK - ORDER GRUB HUB!
- 12:00 PM LUNCH AND GAMES WITH
EXHIBITORS
- 12:45 PM KEYS TO SUCCESS - AGENT PANEL
- 1:45 PM CA LEGISLATIVE UPDATE
- 2:30PM CHOOSE FROM 5 TRACKS!

FRIDAY, AUGUST 28TH

BONUS 3 HOUR

ETHICS "The Musical" CE

10:00 am PST - 1:00 pm PST

Provided by Bobbi Kaelin, PayPro

AGENDA SUBJECT TO CHANGE

\$49/MEMBER
\$59/NON MEMBER IF YOU
REGISTER BY AUGUST 10
YOU ARE ELEGIBLE FOR THE
VIP PACKAGE

EVERY REGISTRATION
ENTERED INTO THE
\$1000
GRAND PRIZE DRAWING!

5 TRACKS

Medicare 101

- A, B, C's of Medicare
- Agency Structures
- Where do I start?

Growing Your Business

- Agency Growth and Hiring
- Cross Sell Opportunities
- Business Planning

Marketing and Technology

- Tools to Work Virtually
- Social Media Marketing
- How to Reach Your Clients

Carrier Certifications Product Training

- Carrier Certifications
- 2021 Plan Details
- Resources in ONE Location

Senior Resources

- Move Management
- Estate Planning Panel
- Retirement Planning



Register at www.cahu.org or your local chapter website

CA STATEWIDE MEDICARE EXPO 2020

NETWORKING HAPPY HOUR
WEDNESDAY 5:30 PM PST

Wednesday, August 26th 2:30 PM

Medicare 101

- New or Seasoned Agent, Where do I start?
Migrating to Medicare, The Sales Process Rosamaria Marrujo
- What does an Employee Benefits Agent Need to know - Deadlines, Part A & B rules for under 20EE's LISI

Growing Your Business

- The Art of Networking Sarah Reznick
- Understanding Diversity in Markets We Sell To Dr. David E. Bronstein, Kaiser

Marketing and Technology

- Fix Your Follow Up Nick Cavarra
- Medicare Plan Finder Updates for 2020 Justin Lubenow

Carrier Certifications Product Demo/Training

- UHC Product Training
- Humana Certification

Senior Resources

- Is It Clutter or Is It Hoarding:
Managing the "Stuff" of a Lifetime Marty Stevens-Heebner
- Let's Talk About Rx Cost Control -
Panel Discussion Moderated by:
David Contorno

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CA STATEWIDE MEDICARE EXPO 2020

CE COURSES MUST BE ATTENDED LIVE FOR CREDIT. THE PRESENTATIONS WILL BE RECORDED FOR LATER VIEWING.
NOTE CE COURSES IN YELLOW

Wednesday , August 26th 3:30 PM

Medicare 101

- Understanding of COBRA Options for The Medicare Eligible Maggie Stedt
- Diversity Discussion Panel Moderated By: Wayne Guzman and June Taylor

Growing Your Business

- Employer Group Options for Medicare Eligible Employees Ken Peterson
- Filling the Gaps with LTCI which Medicare/Medicaid Doesnt Address CE Stan Israel

Marketing and Technology

- I Got Zoom, Now What? Sue Wakamoto-Lee

Carrier Certifications Product Demo/Training

- Medicare and Compare USA
- Humana Product Training

Senior Resources

- Financial Planners Panel
- Estate Planning - Save Your Clients Time and Money Brockway Law, P.C.

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CA STATEWIDE MEDICARE EXPO 2020

**NETWORKING HAPPY HOUR
WEDNESDAY 5:30 PM PST**

Wednesday, August 26th 4:30 PM

Medicare 101

- Deep Dive into MAPD/PDP and VA Coverage Jose Cabrera
- Covered CA and Medicare Transition Covered CA

Growing Your Business

- Life Insurance Settlements - Benefitting Your Client...and You! CE Lisa Rehburg
- People First Recruiting and Mentoring Kathleen Quinn Votaw

Marketing and Technology

- Knowing Medicare Enrollment Opportunities David Garcia

Carrier Certifications Product Demo/Training

- Canopy Health
- Simplify the Selling of Life Insurance with Quote & Apply

Senior Resources

- Mental Health Crisis - Discussion

Moderated by:
Dede Kennedy-Simington

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Medicare 101

- Impacts & Trends In The Medicare Marketplace CE Craig Taylor

Growing Your Business

- Alternative IFP Solutions Emma Fox
- To Group or Not to Group Selling Employer Based Insurance Dickerson Employee Benefits

Marketing and Technology

- Social Media Do's and Dont's for Business Patricia Ross
- CMS Compliant Websites Rosamaria Marrujo

Carrier Certifications Product Demo/Training

- Anthem Blue Cross 2021 CA Early Look

Senior Resources

- Choosing Senior Living Barbara Oberman
- Marijuana for Medicare Beneficiaries Elisabeth Mack

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Medicare 101

————● Know Your Resources

Brad Miles

Growing Your Business

————● Your Business and Planning for the Future CE

Craig Gussin

Marketing and Technology

————● How to Create Marketing Graphics Like a Rockstar Patricia Ross

————● Working with Medical Groups Ruby de la Torre

Carrier Certifications Product Demo/Training

————● Western Health Product Training

————● National General Product Training

Senior Resources

————● Reverse Mortgages - Good or Bad? Janice Cohen

————● Healthcare Fraud Kills: What You Need to Know Micki Nozaki

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CA STATEWIDE MEDICARE EXPO 2020

REMEMBER TO ATTEND THE BONUS
ETHICS THE MUSICAL
3 HOURS CE FRIDAY @ 10 AM!

Thursday, August 27th 4:30 PM

Medicare 101

- Medicare Advantage vs. Medicare Supplement David Garcia

Growing Your Business

- Meditation as a New Way for Wellness CE Namma O. Pozniak
- Making Change in Uncertain Times Dwane McFerrin

Marketing and Technology

- Marketing for Medicare Harry Thal & Ray Martin

Carrier Certifications Product Demo/Training

- ID Theft - LifeLock

Senior Resources

- Understanding Medi-Cal in the Medicare World Judy Daniels

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