

# SCHEDULE AT A GLANCE

## Thursday, October 3, 2019

<b>1 p.m. - 5 p.m.</b>	Registration Open ☑ Exhibitor Set Up	<b>Balboa Bay</b>
<b>10 a.m. - 2 p.m.</b>	CAHU Board Meeting ( <i>Open to all attendees</i> )	
<b>2:30 p.m. - 4:30 p.m.</b>	CAHU Chapter Leadership & Development ( <i>For all local chapter board members. Open to all attendees</i> ) Association Management Best Practices Growth Strategies: Membership, Revenue & Board Succession Planning Open Forum	<b>Emerald Bay</b>
<b>4:30 p.m.</b>	Hotel Check-In	
<b>6 p.m.</b>	Welcome Reception	<b>Pacific Ballroom Foyer</b>

## Friday, October 4, 2019

<b>7 a.m. - 5 p.m.</b>	Registration Open				
	<b>Focus Sessions</b>	<i>Success Strategies for Young Professionals and Established Advisors</i>	<i>Technology Track</i>	<i>Advanced Concepts, Delivering High-Value to Corporate Accounts</i>	<i>Medicare and Senior Products</i>
<b>8:30 a.m. - 9:30 a.m.</b>	Balboa Bay Newport Beach Laguna Beach 1&2 Laguna Beach 3	Sales & Prospecting	Agency Management Tools and Resources	Delivering Compliance Expertise	Medicare Basics
<b>9:45 a.m. - 10:45 a.m.</b>	Balboa Bay Newport Beach Laguna Beach 1&2 Laguna Beach 3	Branding Strategies	BenAdmin and HRIS Solutions	HRAs, HSAs & Alternate Funding	Medicare Advanced
<b>11 a.m. - 12 p.m.</b>	Balboa Bay Newport Beach Laguna Beach 1&2 Laguna Beach 3	Operations Strategies	Agency Communications Techniques	Human Resources, Basic to Advanced	Senior Products
<b>12 p.m. - 1:30 p.m.</b>	Grand Exhibit Hall Opening ☑ Lunch & Awards Ceremony				<b>Pacific Ballroom</b>
<b>1:30 p.m. - 2 p.m.</b>	Visit and Introduction of Sponsors and Exhibitors				
	<b>Grand Opening General Session</b>				<b>Pacific Ballroom</b>
<b>2 p.m. - 5 p.m.</b>	Main Platform Speakers	<b>Janet Trautwein, CEO - National Association of Health Underwriters</b> <i>Washington Update, Federal Priorities &amp; Medicare for All Analysis</i> <b>William Caswell, Sr. VP of Operations, COO &amp; Wendy Sack, Sr. National VP Pricing &amp; Underwriting - Kaiser Permanente</b> <i>Advancements in Innovation and Technology Driving the Future</i> <b>Tyson McDowell, Managing Partner - Greatscale Ventures</b> <i>AI's Impact on Health Care, Risk Management and Insurance Planning</i>			
<b>5 p.m. - 6:30 p.m.</b>	CAHU Happy Hour in Exhibit Hall				<b>Pacific Ballroom &amp; Foyer</b>
<b>7 p.m.</b>	Vanguard Event				

## Saturday, October 5, 2019

<b>7 a.m.</b>	Registration open				
<b>8 a.m.</b>	Continental Breakfast in Exhibit Hall				<b>Pacific Ballroom</b>
	<b>Power General Session</b>				
<b>8:30 a.m. - 9:30 a.m.</b>	CAHU Speaks	<b>California Legislative State of the State and CAHU Single Payer Coalition Update</b> Faith Borges, California Advocates, Jim Morrison, RHU, REBC, CLU, HIP, LPRT, CHRS - VP Legislation & Ned Wigglesworth, Founding Partner & CEO Spectrum Campaigns			
<b>9:30 a.m. - 10:15 a.m.</b>	Cornerstone Presentation	<b>Cerrina Jensen, CHRS, CBC - Steller Leadership: Making Your Own Magic</b> <i>Authentic Leadership, And Why It Matters</i>			
<b>10:15 a.m. - 11 a.m.</b>	Cornerstone Presentation	<b>Andy Neary - What's Your Story</b> <i>Leveraging a Unique Message to Rise Above Your Competition</i>			
<b>11 a.m. - 11:30 a.m.</b>	Cornerstone Presentation	<b>Elisabeth Mack, RN, MBA, Director of Clinical Operations - True Farma</b> <i>Bridging the Gap Between Traditional and Cannabis Medicine</i>			
<b>11:30 a.m. - 12 p.m.</b>	Closing remarks, raffles & prizes ( <i>Must be present to win</i> )				
<b>12:00 p.m.</b>	CAHU-PAC Luncheon (By Invitation Only)				<b>Fountain Terrace</b>