

California Association of Health Underwriters  
[www.cahu.org](http://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 - 10:00am Reducing Health Care Costs with Yoga and Meditation, *Naama Pozniak*  
    9:00am - 10:00am Avoiding Compliance Pitfalls Part II, *Marc McGinnis*  
    9:00am - 10:00am Succession Planning for Agencies, *Phil Calhoun and Maggie Stedt*  
    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