

NAHU Professional Development Day Agenda – Saturday, June 23

	DON'T BE A SQUARE – THINK OUTSIDE THE BOX – VANGUARD PARTNERSHIP	BROKERS CAN MAKE A REAL DIFFERENCE AND GET PAID MORE TO DO IT – LPRT PARTNERSHIP	WHAT ABOUT YOU: PROFESSIONAL AND PERSONAL DEVELOPMENT	CREATIVE PLAN DESIGN OPTIONS	MEDICARE EXTREME
9:45-10:45 a.m.	Help Wanted: How to Design and Build a Sustainable Internship Program for Agency Growth – <i>presented by Megan Chiarello</i>	Ultimate Wellness Smackdown! – <i>presented by Al Lewis</i>	Best Practices in Employee Education on Pain Management – <i>presented by Cristy Gupton</i>	Health Care Affordability Solutions – Real Cost Cutting Today! – <i>presented by Daniel R. Meylan, Bill Ashley, Dr. Josh Umbher, David Berman and Gregory Everett</i>	Legislative Update and Take Action Part I – <i>presented by Henry Vazquez</i>
11 a.m.-12 p.m.	Strategic Philanthropy: The Value of Your Time – <i>presented by Dan Rashke</i>	Identifying and Incentivizing Value-Based Care: Finding, Charging, Getting Paid, Plan Design, etc. – <i>presented by Mark Davenport and David Contorno</i>	Come Ready to Deliver: Extemporaneous speaking (cell phones required) – <i>presented by Karen Kirkpatrick</i>	Looking For EBITDA? Aiming to Consult? Try Ancillary Optimization! – <i>presented by Kevin Curran and Matt Masone</i>	PACE: Understanding an Innovative Model for Older Americans – <i>presented by Robert Greenwood</i>
1:30-2:30 p.m.	Data and Quality Driven Reference Based Pricing: Objective, Transparent, Defensible – <i>presented by Jon Jablon and Heath Potter</i>	Importing Drugs/Exporting Patients: Finding the Right PBM. Integrating the Right Solutions into the Plan Design – <i>presented by Marc Grossman, Bill Hepscher and David Contorno</i>	Hard data and Best Practices on Cross-Selling Between Benefits and P&C – <i>presented by Billy Bridwell</i>	Why a Plan for Extended Care is a Critical Component in a Retirement Portfolio – <i>presented by Harley Gordon</i>	Situational Social Security: What Advisors Must Know – <i>presented by Marc Kiner</i>

<p>2:45-3:45 p.m.</p>	<p>Running Your Business Series: Are you Google worthy?</p>	<p>How to Deliver Value-Based Care – <i>presented by David Contorno, Billy Bridwell, Al Lewis, Mark Davenport, Carl Schuessler, Marc Grossman and Bill Hepscher</i></p>	<p>Preparing for Life After Your Deal – <i>presented by Jim King</i></p>	<p>What It Means To Be A Group Health Plan Fiduciary</p>	<p>Legislative Update and Take Action Part II</p>
<p>4-5 p.m.</p>	<p>Changing the Primary Care Delivery Model: Innovative Strategies Using Onsite Practitioners to Save Lives – <i>presented by Christopher Yarn</i></p>	<p>Performance-Based Broker Compensation: The Contracts, Commitments and Compensation – <i>presented by David Contorno and Carl Schuessler</i></p>	<p>Burst the Leadership Bubble – <i>presented by Karen Keller</i></p>	<p>Workplace Wellness Incentive Laws: New Cases, ACA, ADA and GINA – <i>presented by Barbara Zabawa</i></p>	<p>“Now That You’ve LEARNED, It’s Time to EARN: 5-Step Marketing Makeover – <i>presented by Gary Owen</i></p>

