

**BREAKOUT
SESSIONS**
At-A-Glance

	Monday, March 17 10:45am - 12:00pm	Monday, March 17 2:00pm - 3:15pm	Monday, March 17 3:45pm - 5:00pm	Tuesday, March 18 9:00am - 10:15am	Tuesday, March 18 10:45am - 12:00pm	Tuesday, March 18 2:00pm - 3:15pm
Actuarial		Advanced Actuarial Topics	How to Measure LTCi Volatility and Design Less-Risky Products	Rate Increase Topics	Morbidity Improvement and More Good Stuff	Actuarial Open Mic
Alternative Products	Current Alternatives - Short Term Care/Combination Products	Middle Market Success Stories	Short-term Planning for LTC	International Market	Home Equity Release Products	
Claims & Underwriting	Claims Among Younger Insureds	Organic or Non-Organic? – An Update of Mental/ Nervous Disorders	What's the Right Time and Place for an Alternate Plan of Care?	Using Claim Data for Business Benefit	Provider Eligibility Field Underwriting – Finding the Elite Eight	Opposing Opinions or on the Same Page
Legal, Compliance & Regulatory	Litipedia: How Recent Trends in LTC Litigation are Changing the Face of Risk	Privacy Requirements and Risks: A Proactive Approach	The Rise of Technology: Impact of Data Aggregation & Analysis on LTC Insurers	Watch Out! Protect Your Company from LTC Insurance Fraud	The Interstate Compact – Your Path to Approval Across the States	Premium Rate Increases and Pricing Issues
Finance, Management & Operations	Build vs. Buy	Accounting: Rewrite of Rules of the Road (IFRS/FASB)	LTC Automation: Gains, Glitches, Going Forward	LTC Customer Service for the 21st Century	Applications for Business Intelligence, Predictive Analytics and Big Data	Key Tools of Organizational Change Management
Marketing	Feder and Warshawsky: Long-Term Care Financing Perspectives and Solutions	There's Room in the Tent: Clarifying Traditional LTCi/Hybrid Product Roles	Incremental Visualization - LTC Product Innovation in Minnesota	A Simple, Non-intrusive Referral Program Using Any Social Media Platform	Squaring the Circle: The American Long Term Care Insurance Program	Price Sensitivity in LTC Insurance
Policy & Providers	Hot Topics Dialogue with Providers	Palliative Considerations in Late Stage Chronic Illness		Aging and Community Redefined with an Eye Toward the Future		Managed Medicaid - Understanding the Basics from an Industry Leader
Sales	LTCi as a \$1M Ancillary Business	Smart Networking... Attract a Following in Person and Online	The Growing LTC Spectrum			The Technology Evolution (or lack thereof) in the LTC Insurance Industry