

**BREAKOUT  
SESSIONS**  
At-A-Glance

<b>Actuarial</b>	Monday, March 23 10:45am - 12:00pm	Rate Increases	Monday, March 23 2:00pm - 3:15pm	Financial Reporting	Monday, March 23 3:45pm - 5:00pm	Stochastic Modeling	Tuesday, March 24 9:00am - 10:15am	Selling Blocks of Business	Tuesday, March 24 10:45am - 12:00pm	Public/Private Solutions and Collaboration in LTC
	Monday, March 23 10:45am - 12:00pm	Economic Modeling to Explore Alternative LTC Financing Options	Monday, March 23 2:00pm - 3:15pm	Calculating The Value of Private LTC Insurance ----- LTC Financing: Are We Looking at this the Wrong Way?	Monday, March 23 3:45pm - 5:00pm	Consumer View of Alternative LTC Solutions	Tuesday, March 24 9:00am - 10:15am	State Innovations for LTC Financing	Tuesday, March 24 10:45am - 12:00pm	The Economics of Using Savings to Fund LTC
<b>Claims &amp; Underwriting</b>	Monday, March 23 10:45am - 12:00pm	SIU Roundtable: Various Approaches to Long Term Care Investigations	Monday, March 23 2:00pm - 3:15pm	Impacting Claims Through Analytics	Monday, March 23 3:45pm - 5:00pm	Medical Directors Roundtable	Tuesday, March 24 9:00am - 10:15am	The Great Debate ----- Social Media & Forensic Accounting in LTC Investigations	Tuesday, March 24 10:45am - 12:00pm	Lifestyle and its Impact on LTC
	Monday, March 23 10:45am - 12:00pm	Combo Product Intro: Basic Product Designs, Market Sizing	Monday, March 23 2:00pm - 3:15pm	Combo Product Pricing: Considerations for Various Plan Designs	Monday, March 23 3:45pm - 5:00pm	Filing Combo Products: Compact vs. state-by-state; LTC vs. Chronic Illness	Tuesday, March 24 9:00am - 10:15am	Combo Product Distribution: Suitability, Planning, CE Requirements	Tuesday, March 24 10:45am - 12:00pm	Combo Product Administration and Risk Management
<b>Finance, Management &amp; Operations</b>	Monday, March 23 10:45am - 12:00pm	Reinstatement Risk Management	Monday, March 23 2:00pm - 3:15pm	LTC CFO Round Table	Monday, March 23 3:45pm - 5:00pm	Amazon, Zappos & Google - How do Customers Define Your Company?	Tuesday, March 24 9:00am - 10:15am	Reporting and Data Analysis for the Non-Actuary	Tuesday, March 24 10:45am - 12:00pm	Successful Partnering with Actuarial
	Monday, March 23 10:45am - 12:00pm	The 360 Degree Continuum of LTCI Rate Increases	Monday, March 23 2:00pm - 3:15pm	Through the Privacy Looking Glass	Monday, March 23 3:45pm - 5:00pm	Litigation Update/Prevention	Tuesday, March 24 9:00am - 10:15am	Regulation and Innovation	Tuesday, March 24 10:45am - 12:00pm	Policyholder Communications
<b>Legal, Compliance &amp; Regulatory</b>	Monday, March 23 10:45am - 12:00pm	Automation in Distribution - Our Way Forward	Monday, March 23 2:00pm - 3:15pm	The Group LTCI Marketplace: Dead End or New Path?	Monday, March 23 3:45pm - 5:00pm	Protecting Our Future with the Right Artillery: Selling the "New Normal"	Tuesday, March 24 9:00am - 10:15am	Combating Commoditization: Restoring the Value Proposition	Tuesday, March 24 10:45am - 12:00pm	Repositioning LTCI Towards the Middle Market: Creating a New Paradigm
	Monday, March 23 10:45am - 12:00pm	Social Media: A Freshman through Sophomore Course	Monday, March 23 2:00pm - 3:15pm	Diversity Marketing in LTC: The Invisible Markets We Ignore	Monday, March 23 3:45pm - 5:00pm	Innovation Games - Let's Solve Some Industry Issues	Tuesday, March 24 9:00am - 10:15am	Business Succession: When Your Policyholders Outlive Your Agency	Tuesday, March 24 10:45am - 12:00pm	Secrets of the Best Remote Sellers
<b>Sales, Distribution &amp; Technology</b>	Monday, March 23 10:45am - 12:00pm	Rate Increases	Monday, March 23 2:00pm - 3:15pm	Financial Reporting	Monday, March 23 3:45pm - 5:00pm	Data Analytics/Predictive Modeling	Tuesday, March 24 9:00am - 10:15am	Selling Blocks of Business	Tuesday, March 24 10:45am - 12:00pm	Public/Private Solutions and Collaboration in LTC
	Monday, March 23 10:45am - 12:00pm	Economic Modeling to Explore Alternative LTC Financing Options	Monday, March 23 2:00pm - 3:15pm	Calculating The Value of Private LTC Insurance ----- LTC Financing: Are We Looking at this the Wrong Way?	Monday, March 23 3:45pm - 5:00pm	The Bipartisan Policy Center LTC Initiative	Tuesday, March 24 9:00am - 10:15am	State Innovations for LTC Financing	Tuesday, March 24 10:45am - 12:00pm	The Economics of Using Savings to Fund LTC