

**BREAKOUT
SESSIONS**
At-A-Glance

	Monday, March 14 10:45am - 12:00pm	Monday, March 14 2:00pm - 3:15pm	Monday, March 14 3:45pm - 5:00pm	Tuesday, March 15 9:00am - 10:15am	Tuesday, March 15 10:45am - 12:00pm	Tuesday, March 15 2:00pm - 3:15pm
Actuarial	Rate Increase Potpourri	Developing LTC Actuaries	Data Analytics/Predictive Modeling Seminar Part 2	Opportunities From Emerging Demographic and Attitudinal Trends	Actuarial Systems Implementation/ Change Management	Stochastic Modeling ----- Future of LTC Pricing
Alternative Solutions	Beyond Traditional Stand-alone LTCI: New Opportunities, New Products	Alternative Finance Proposals - Part 1	Alternative Finance Proposals - Part 2	New Research on LTCI	What Role Should Informal Caregivers Play in Alternative Solutions ----- Lifestage LTC Product	Thought Leaders Forum
Claims & Underwriting	1+1≠2, the Challenges of Underwriting Combo Life-LTC Policies	POC: Easy as 1,2,3	Initial Adjudication Cognitive Claims	LTC Claims Fraud - Hindsight is 20/20	Medical Directors Forum ----- Claim Standardization & Auto-adjudication	Developing Adjudicators: Clinical vs Non-Clinical
Combination Products	What's on the Minds of Combo Product Thought Leaders?	Traditional vs Linked Benefits... A Showdown at the Alamo	Comparing the Relative Value to Consumers of Various Long-Term Care Insurance	Company & Distributor Strategies to Integrate Combo Products in Daily Activity	Combo Product Concepts for the Mid-Market	Combo Products - Open Kimono
Finance, Management & Operations	LTC Risk Management, Auditing, and Financial Controls		LTC Policyholder Wellness and other Claims Improvement Initiatives	Eye of the Beholder - Experience the View from Your Customer's Perspective	To Move or Not to Move	CFO Roundtable
Legal, Compliance & Regulatory	Market Conduct Exams	Litigation Update ----- Interstate Compact	How to Get Out From Between a Rock & a Hard Place - Paradoxes In Law	Privacy	Anatomy of a Rate Increase	Navigating Regulatory Issues
Marketing, Sales & Distribution	Post Sale Marketing	Selling LTC Tomorrow - The Future of the LTC Transaction	The Advent of Inbound Permission-based Marketing: Education vs Advertising	Public Awareness in LTC		
Technology	E-Signature	Mobile and Point of Sale Tool Trends		The Future and Challenges of LTC eApp		Big Data Analytics