

BREAKOUT SESSIONS

At-A-Glance

	Monday, March 19 10:45am - 12:00pm	Monday, March 19 2:00pm - 3:15pm	Monday, March 19 3:45pm - 5:00pm	Tuesday, March 20 9:00am - 10:15am	Tuesday, March 20 10:45am - 12:00pm	Tuesday, March 20 2:00pm - 3:15pm
Actuarial & Finance	Preparing for Changes: LTC Actuary Views on Financial Reporting	Not Recouping Past Losses on LTCI <hr/> LTC Risk Management: Understanding Capital Needs and Reporting (<i>RISK MANAGEMENT</i>)	Combination Product Assumption Setting and Modeling Implications - Deep Dive (<i>COMBO PRODUCTS</i>)	LTC Closed Blocks: Old Business, New Complexities	Don't Hesitate to Innovate <hr/> Predictive Analytics	Mortality and Morbidity Trends and Other Assumption Topics
Claims & Underwriting	Genetic Testing: What it is and the Actuarial Impact (<i>COMBO PRODUCTS/ RISK MANAGEMENT</i>)	ALF: Working to Stay Ahead of the Curve	Time to Care about Continuing Care <hr/> Party On, Party Over - Alcohol Use from Underwriting through Claim (<i>COMBO PRODUCTS/ RISK MANAGEMENT</i>)	Navigating the Winds of Change in Underwriting and Claims (<i>COMBO PRODUCTS/ RISK MANAGEMENT</i>) <hr/> Provider Credentialing and Verification: Overcoming the Challenges in an Ever- Changing Environment	Stump the Chump	Rolling the Dice: Point > Counter-Point Debate on Claims Risk Areas (<i>RISK MANAGEMENT</i>)
Legal, Compliance & Regulatory	Litigation over Rate Increases: Where Have We Been and Where are We Going?	Interstate Compact Update	How Kindergarten Prepared Me to be a Compliance Officer: Hot Compliance Issues for LTCI and Combination Products (<i>COMBO PRODUCTS</i>)	Liquidation and Guaranty Association Issues	Claims Litigation	Regulatory Roundtable
Management & Operations	Strategy Basics: Developing, Implementing & Sustaining Competitive Advantages	Operational Implications of Insolvencies	Who's Got Talent?	Augmenting Insurance: How Artificial Intelligence is Disrupting The Industry	There's an App for That (<i>COMBO PRODUCTS</i>)	The Robots Are Coming: Now What?
Marketing & Distribution	Field Underwriting Made Easy	Who Says Worksite is Dead?	Creating "Action" for your LTC Business by Partnering with Banks, BDs, RIAs, P&C and Employee Benefits Firms	What's New in Combo Products Marketing (<i>COMBO PRODUCTS</i>)	Protect your Flanks and Lawyer-Up! (<i>RISK MANAGEMENT</i>)	Amplifying "The Talk" Through Social Media
Producers & Sales	You've Got Mail: The Technology of Selling in the 21st Century	Return of the Jedi: Best Practices of the Masters	Effective Sales Techniques	Building YOUR Brand	The Right Combination: Unlocking Your Future Through Marketing	Which Product for Which Client? (<i>COMBO PRODUCTS/ RISK MANAGEMENT</i>)
Public Policy & Alternative Solutions	The Case for Variable LTC Insurance	Consumer View of New Long Term Care Combination Products (<i>COMBO PRODUCTS</i>)	Guiding Insureds to Healthier Futures (<i>RISK MANAGEMENT</i>)	Aging in Place	Enhancing Caregiver Resources	Home as a Strategic Asset for Retirement and LTC Needs <hr/> Tax and Regulatory Considerations for Select LTC Innovative Financing Approaches