

BREAKOUT SESSIONS

At-A-Glance

	Monday, March 18				Tuesday, March 19				
	10:00am	11:15am	2:00pm	3:30pm	8:45am	10:00am	11:15am	2:00pm	3:30pm
Actuarial & Finance	Data Science and AI in Action: Driving Modernization and Enhanced Outcomes	Through the Looking Glass – How Current Trends May Impact Future LTC Experience	Projecting the 5th Decade of LTC Insurance from its First 40 Years	The Future of Worksite LTC Insurance, Part 2: Hybrid Products	What's In It For Me? LTC Benefits and Actuarial Value	Converting LTC Models and Setting LTC Assumptions: A Comprehensive Guide	Come Again? Providing Insight on LTC Results in a New GAAP World	Cracking the Code: Insights on LTC Reinsurance Structures and Pricing Options	Regulatory Hot Topics: AG 51/53, AAA Mortality Table, CA LTC Survey, & Rate Increases
Advisors, Agents, & Agencies	Mastering Modern Marketing – Creating a Marketing Plan You Can Follow	Who pays what for Home Health Care (HHC)	The Future of Worksite LTC Insurance, Part 1: Expanding the Market	InsurTech: The New Frontier of LTC: Shaping the Future of LTC End to End Solutions	The Winning Strategy – Building Sales Through Strategic Partnerships	State Tax Mandates: Selling LTC In Face of Legislation	Acquisitions – How is it Impacting the LTCI industry?	Serving New/ Underserved Markets - Producers and Consumers	
Claims & Underwriting	ROB Part 2: The Results are In (Follow-up to the 2023 Session)	Transforming Quality Dementia Care	Delivering World Class Service Through Straight Through Processing	The Art of Field Underwriting	Medical Director Round Table	Adult Protective Services (Vulnerable Adults) Part 1	Adult Protective Services Pt 2	Deploying AI in Fraud Detection in an Evolving Regulatory Landscape... and How Kevin Bacon Can Help	Underwriting LTC: Traditional vs. Hybrid
Legal, Compliance, & Regulatory	Anti-Fraud, Waste, and Abuse Programs: A Step by Step Guide to Capitalizing on Your Investment	Litigation Mitigation, Drafting & Administration Challenges & Opportunities	C.R.E.A.M. - Cash (Buyouts) Rule Everything Around Me	LTCI 101 Family Feud	LTC Legislative Update	LTCI Deposition Workshop Pt 1	LTCI Deposition Workshop Pt 2		Artificial Intelligence, Legal & Ethical Considerations
Management & Operations	Strategy Deployment Process (SDP): Your New Leadership and Management Process for Strategy Execution	The Only Thing We Have to Change is Change Itself	The Future of a Data Driven Organization: Expanding LTC Insights	Return-To-Office: Who Wins the Debate?	The Art of Innovation and Problem Solving: Fostering Continuous Improvement in Teams	The Future of Customer Engagement: Leveraging Speech Analytics for Call-Center Excellence	Enhancing Operations with AI Innovation		
Marketing, Engagement, & Research	Knowledge is Power: How well do we know our LTC Policyholders?	Recent Research Findings	Engaging "Golden Years" Customers, why they matter and ways to earn their trust	Personas to Personalization , Bringing Campaigns to "Life"	Inspiring Action - Capturing the Attention of Today's Consumer	Holistic Wellness Programs Engagement: What Does Success Look Like?	Can We Chat (GPT)? Using AI and Predictive Modeling to Engage with Customers	Workplace LTC? Ways Employers Can Communicate the Value of LTC	Live Focus Group Session: Engaging with LTC Policyholders
Wellness & Aging in Place Solutions	Strategies for Fall Risk Management	Election Year Showdown: Putting Wellness to the Test	Pt 1 - The Results Are In... Updated with Another Year of Program Experience!	Pt 2 - The Results Are In... Updated with Another Year of Program Experience!	Am I the only one facing this challenge? No... Collaboration is HAPPENING!	AgeTech Collaborative from AARP™ Session with Industry Panel Discussion	From Design to Data: An Introductory Course on How to Study a Wellness Program	Plug N Play: New and Emerging Insurance and Wellness Technology Exhibition	