

Sales



The Technology Evolution (or lack there of) in the LTC Insurance Industry

Sales Automation,
Sales Tools & Technologies
and Growth Strategies

ILTCI

14th Annual Intercompany Long Term Care Insurance Conference

Session Objective



- Panel discussion between industry experts regarding the technology evolution or lack thereof in the Long Term Care Insurance Industry as it relates to the customer or agent experience
- This will be a fast paced debate on such topics as:
 - how technology tools have improved the sales process and where there is opportunities for improvement
 - current and emerging trends
 - current assumptions of producers attitudes regarding the use of technology in the sales process
- Every attendee of this session is guaranteed to walk away with a “golden knowledge nugget” to take back with them and use in your business

- **Kevin Kraft**
Insurance Practice Leader at Cognizant Business Consulting
- **Matt Hamann**
Sales & Distribution Executive & Industry Consultant
- **Joe Howard**
National Account Vice President at John Hancock
- **Amy Mcilwain**
Author, Speaker, President at Financial Social Media
- **Bob Stellato**
Vice President of Sales & Marketing Operations at Transamerica LTC