

BREAKOUT SESSIONS

At-A-Glance

	Monday, March 23 10:45am - 12:00pm	Monday, March 23 2:00pm - 3:15pm	Monday, March 23 3:45pm - 5:00pm	Tuesday, March 24 9:00am - 10:15am	Tuesday, March 24 10:45am - 12:00pm	Tuesday, March 24 2:00pm - 3:15pm
Actuarial	Financial Reporting	Technical Aspects of Rate Increase Work	Data Analytics/ Predictive Modeling	Stochastic Modeling	Selling Blocks of Business	Public/Private Solutions and Collaboration in LTC
Alternative Solutions	Economic Modeling to Explore Alternative LTC Financing Options	Calculating The Value of Private LTC Insurance ----- LTC Financing: Are We Looking at this the Wrong Way?	The Bipartisan Policy Center LTC Initiative	Consumer View of Alternative LTC Solutions	State Innovations for LTC Financing	The Economics of Using Savings to Fund LTC
Claims & Underwriting	SIU Roundtable: Various Approaches to Long Term Care Investigations	Impacting Claims Through Analytics	Facility Eligibility – Not So Fast	Medical Directors Roundtable	The Great Debate ----- Social Media & Forensic Accounting in LTC Investigations	Lifestyle and its Impact on LTC
Combination Products	Combo Product Intro: Basic Product Designs, Market Sizing	Combo Product Pricing: Considerations for Various Plan Designs	Annuity Combos ----- Underwriting Combo Products	Filing Combo Products: Compact vs. state-by- state; LTC vs. Chronic Illness	Combo Product Distribution: Suitability, Planning, CE Requirements	Combo Product Administration and Risk Management
Finance, Management & Operations	Reinstatement Risk Management	LTC CFO Round Table	R&R: Risk and Reinsurance	Amazon, Zappos & Google - How do Customers Define Your Company?	Reporting and Data Analysis for the Non-Actuary	Successful Partnering with Actuarial
Legal, Compliance & Regulatory	A 360° Perspective - Grappling with the Challenges of LTC Rate Increases	Through the Privacy Looking Glass		Litigation Update/ Prevention	Regulation and Innovation	Policyholder Communications
Marketing	Automation in Distribution - Our Way Forward	The Group LTCI Marketplace: Dead End or New Path?	Social Media: Smart or Smoke and Mirrors?	Protecting Our Future	Combating Commoditization: Restoring the Value Proposition	Repositioning LTCI Towards the Middle Market: Creating a New Paradigm
Sales, Distribution & Technology	Social Selling: How to Prospect and Generate Leads with LinkedIn	Diversity Marketing in LTC: The Invisible Markets We Ignore	Benefits and Must-Haves of a Successful CRM	Innovation Games – Let's Solve Some Industry Issues	Business Succession: When Your Policyholders Outlive Your Agency	Secrets of the Best Remote Sellers