

# 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
<b>Actuarial &amp; Finance</b>	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
<b>Claims &amp; Underwriting</b>	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> )
<b>Legal, Compliance &amp; Regulatory</b>	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
<b>Management &amp; Operations</b>	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?
<b>Marketing &amp; Distribution</b>	Field Underwriting Made Easy	Creating "Action" for your LTC Business by Partnering with Banks, BDs, RIAs, P&C and Employee Benefits Firms	Who Says Worksite is Dead?	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
<b>Producers &amp; Sales</b>	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> )
<b>Public Policy &amp; Alternative Solutions</b>	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