

ILTCI Virtual Conference - April 13-29, 2021 - iltciconf.org

Sessions as of 4/12/2021

	Tuesday, April 13, 2021		Thursday, April 15, 2021		Tuesday, April 20, 2021		Thursday, April 22, 2021		Tuesday, April 27, 2021		Thursday, April 29, 2021	
11:00 AM ET	Opening Session											
12:00 PM ET	Marketing	Mgt & Ops	Advisors	Legal	Marketing	Legal	Mgt & Ops	Actuarial	Marketing	Aging in Place	Advisors	Aging in Place
	The Good And The Bad Of The #1 Trend In The Life Insurance Industry: Chronic Illness Riders	Care Optimization and Best Practices to Streamline the Claims Process	Specialist, Broker, or Advisor?	Building a Compliant Organization: The Benefits of Effective Policies and Procedures	Long Term Care Marketing, a 360 View	Fraud: Emerging Trends and Innovative Solutions	How to Communicate with Policyholders	Medical Symposium with Some Discussion on Covid 19	Using Data to Enhance Sales and Secure Customer Relationships	Aging in Place – Applications of Remote and Virtual Services	Tools & Tech to Boost Productivity and Your Bottom Line	Aging in Place Solutions: How to Measure Success
1:00 PM ET	Marketing	Mgt & Ops	Advisors	Legal	Marketing	Legal		Actuarial	Marketing	Aging in Place	Advisors	Aging in Place
	Building a Story Brand	Seniors and Technology: A Paradigm Shift Toward Digitalization	Changing Selling Techniques for Changing Times	Industry Best Practices on Common Terminology	Tax Advantages of LTC Planning	The Claims, Compliance and Legal Challenges of CCRCs, Continuing Care Retirement Communities		"Look What You Made Me Do – The Dilemma with Mortality and Morbidity Trends"	Who is Selling What? To Whom, How, and Why? Results of the National Survey	Advancements in the Diagnosis and Treatment of Cognitive Conditions	Uninsurable Doesn't Mean the End of the Sale/Relationship	Insurers and Aging in Place Service Vendors: How to Best Work Together
2:00 PM ET	Aging in Place	Actuarial	Claims	Aging in Place	Advisors	Claims	Advisors	Actuarial	Legal	Actuarial	Mgt & Ops	Aging in Place
	Existing Managed LTC Programs: What Makes Them Successful?	The Long Term Care Industry in a Post COVID-19 World	The COVID-19 Effect: Claims and Underwriting Processes – Part 1	Social Factors That Impact Aging in Place	Critical Tools for Crisis Planning	Provider Qualification - Applying Old Definitions to New Providers	The Great Debates- LTC Riders on Life vs Linked Benefit Solutions	LDTI and Regulatory Updates on LTC Standalone and Hybrid Products	Rate Increase Innovation: What's Next in Mitigation, Communication & Implementation	The Changing World of Combination Products	Win-Win Provider Partnerships	Legal and Regulatory Considerations for Aging in Place Programs
3:00 PM ET	Aging in Place	Actuarial	Claims	Aging in Place	Actuarial	Claims & UW	Advisors	Legal	Legal	Actuarial	Mgt & Ops	Actuarial
	Engaging Our Policyholders: Overcoming Challenges	Modeling a Public Long-Term Care Program	Adverse Decisions- Considerations for Determining Risk Tolerance	Smart Home Tech and Wearables	Practical Artificial Intelligence and Predictive Analytics for LTC Actuaries	The COVID-19 Effect: Claims and Underwriting Processes – Part 2	Mom's Health is Starting to Decline	Litigation Update	The WISH Act: Addressing the Financing and Regulatory Needs Within LTC Public/Private Solutions	Risk Management as it Relates to Actuarial Models	Remote Work and Business as Usual	Guaranty Association Considerations: Recent Developments & What You Need to Know