

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

Sessions as of 4/8/2021

| | 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 | Claims | 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 | The ABCs of Different Claim Management Models | "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 |