

# BREAKOUT SESSIONS

At-A-Glance

	Monday, March 13 10:45am - 12:00pm	Monday, March 13 2:00pm - 3:15pm	Monday, March 13 3:45pm - 5:00pm	Tuesday, March 14 9:00am - 10:15am	Tuesday, March 14 10:45am - 12:00pm	Tuesday, March 14 2:00pm - 3:15pm
<b>Actuarial &amp; Finance</b>	Decisions, decisions: the next generation of assumption development considerations	The LTC Renaissance: New Product and Market Opportunities NAIC Regulation of LTC Rates and Rate Increases	Mitigating Risks of LTC Runoff Blocks	Enhancing LTC operations with advanced analytics We're in this together: connecting the dots between underwriting rules, claims management, and actuarial outcomes	Teamwork makes the (LTC) dream work: meeting consumer needs through public/private collaboration	The Changing Landscape of LTC Valuation
<b>Advisors, Agents, and Agencies</b>	Making HERstory - Women and LTC	How Emotions Impact Financial Decisions - Behavioral Finance and LTC	LTC means "Look To Claims"	Mastering Modern Marketing - Creating a marketing plan you can follow	The Winning Strategy - Building Sales Through Strategic Partnerships	Serving New/ Underserved Markets - Producers and Consumers
<b>Aging in Place Solutions</b>	Caregivers need help too!	LTC Wellness Programs: State of the Union	Make it Matter: A Discussion on Communication and Engagement Best Practices	Leveraging Public & Private Insurances & Resources to Improve Health Outcomes	Regulatory Process and Discrimination Tests at the State Level	Aging in Place and Wellness Programs Show Promising Results
<b>Claims &amp; Underwriting</b>	Simplified Underwriting - Lessons Learned Restoration of Benefits: The Good, The Bad and The Ugly	How to choose the right assessment type?	How to be Prepared for an External Audit? Innovations in Underwriting	Provider Eligibility Automation	COVID Considerations - Part II	How Do We Differ? Integration of LTC Claims Operations and Fraud, Waste, and Abuse Programs History of Reinsurance
<b>Legal, Compliance &amp; Regulatory</b>	Legal and Regulatory Trends Coming Out of the Pandemic	The Latest in LTC Litigation	Regulatory Perspectives: A Conversation with Colorado Insurance Commissioner	Making Fraud Analytics Work from an Operations and Legal Perspective	Hybrid Products: Sale, Development and Legal Risks	Long-Term Care Compliance: Emerging Trends, Current Challenges and Regulatory
<b>Management &amp; Operations</b>	Recruitment & Retention	Technology & Aging	Technology & Modernization	Customer Engagement Strategies	Pilot To Program	Engaging TPAs
<b>Marketing &amp; Research</b>	The Impact of State Legislative Activity on our Industry - Friends or Foe?	How are consumer needs influencing product development?	The New Trend in Integrating Caregiving Benefits with LTCI Benefits	The changing consumer landscape: What do Consumers Want?	Improving the Customer Buying Experience - Can We Do It?	The Power of Going "Back to the Future" - Worksite LTCI