

Insurance Leaders Forum Attendee Registration Form May 17&18, 2018

I am a: NAHU Member NAIFA Member (LOCAL: _____) Non-Member
 First/Last Name _____ Industry Designations _____
 Company _____ Email _____
 Address _____ City _____ State _____ Zip _____
 Business Phone _____ Mobile _____
If seeking C.E. Credit, please check State Insurance C.E. needed: Nebraska Iowa
 National Producer Number (for C.E. credit) _____
 Do you plan to attend the Friday 7:15 AM Prayer Breakfast? (\$10 additional fee payable at the door) YES NO

Registration Fees: Earlybird Registration Deadline: 4/30/18: Member: \$119 Non-Member: \$169
 Regular Registration After 4/30/18: Member: \$149 Non-Member: \$199
 Single Day Ticket – THURSDAY 5/17 ONLY: Member: \$89 Non-Member: \$129
 Single Day Ticket – FRIDAY 5/18 ONLY: Member: \$89 Non-Member: \$129
Total Amount Due: \$ _____

Concurrent Sessions (please select one in each time frame — this will help greatly with CE reporting):

- Thursday – 11:00 a.m.: Dan Meylan, Allied National Sales Director: *The Next Generation of Small Group Health Care Solutions* (1 hour CE)
 Geoff Bartsh, VP Individual & Family at Medica – *ACA Update and Impact on the Nebraska Individual Market* (1 hour CE)
 Mike Hedge, NAIFA Director of Federal Government Relations: *National Legislative Issues Update* (1 hour CE)
- Thursday – 1:15 p.m.: Dean Hoffman, Dean M. Hoffman LLC: *Self-Funding: Is It Right for Your Clients?* (1 hour CE)
 Eryka Morehead, President & CEO, Collaborative Planning Group: *Long-Term Care: The Myths vs. The Facts* (1 hour CE)
 Speaker from BlueCross BlueShield of Nebraska – *Topic TBA* (1 hour CE)
- Thursday – 2:30 p.m.: Dean Hoffman, Dean M. Hoffman LLC – *Self-Funding: What You Need to Know About Stop-Loss Contracts & Underwriting* (1 hour CE)
 Ken Smith, Trainer & Consultant: *Sales Lessons From the Masters* (Practice Management, No CE)
 Troy Branch, Director of Advanced Markets at Ameritas – *Implications of The New Tax Law* (1 hour CE)
 Carolyn McNairy, Regional Sales Director, TASC: *ERISA/FMLA/COBRA/ACA Legal Requirements* (1 hour CE)
- Friday – 8:30 a.m.: Jim David, Director of Healthcare Reform at UnitedHealthcare– *Motion SME & Employee Wellness* (1 hour CE)
 Steve Alloy, Advanced Markets Specialist at Mutual of Omaha – *Taxation of Life Insurance: Avoiding Traps That Can Turn Into Tax Nightmares* (1 hour CE)
 Randy Dean, “The E-Mail Sanity Expert” *Smart Phone Success & Tips*
- Friday – 9:45 a.m.: Kim Bolton, Executive Director, Communications, Planning & Administration at *Blue Cross and Blue Shield Association*
 Federal Health Legislative Issues Update (1 hour CE)
 Randy Dean, “The E-Mail Sanity Expert” *Taming the E-mail Beast* (Practice Management, No CE)

ALL CE courses will provide credit for NE & IA insurance, pending approvals. All CE courses also will provide CEUs for CFP, Legal, CPA & PACE, pending approvals.

Payment Options: VISA Mastercard American Express Discover Paying By Check*
 Name on Card _____
 Card Number _____ Exp Date _____ Sec Code _____
 Billing Address of Card _____
 City/State/Zip (of billing address of card) _____
 Authorized Signature _____
 Email Address For Receipt _____

* Make check payable to NAIFA-NE. Note: When you provide a check as payment, you authorize us to either use information from your check to make a one-time electronic fund transfer from your account or to process the payment as a check transaction. When we process the check, funds may be withdrawn from your account as soon as the same day we receive your payment. You will not receive your check back from your financial institution.

Signed _____ Date _____
Mail completed form to: NAIFA-Nebraska • PO Box 24133 • Omaha, NE 68124 **OR FAX TO:** 877.355.9226 • **Questions?** Email info@goyellowhouse.com or call Erin at 402-690-1624. Refunds for cancellations before May 10, 2018 may be granted upon written request and decision of conference management, less an administrative fee of \$25. No refunds for cancellations or “no shows” after May 10, 2018; however, you may send a substitute.

2018 Insurance Leaders Forum Attendee Registration

Known as one of the greatest NBA players of all time - and the man who popularized the “slam” dunk - **Julius “Dr. J” Erving** shares what he learned from 16 seasons of pro ball, and 30 years of post-basketball life.



Amy Dee





Kevin Brown



Randy Dean

the DOCTOR is making a house call

2018 insurance leaders forum
 may 17-18 - lincoln, ne - nebraska innovation campus
 presented by:  



The FORUM is the Midwest’s Premier Event for
 Life & Health Insurance Professionals!

REGISTER ONLINE NOW:

www.naifanebraska.org OR www.neahu.org
 Register before May 1 & SAVE Up to \$30!
Attendance is Limited to the First 450 Registrations!

Platinum Sponsor:



2018 Forum Agenda & Speakers: Why attend the 2018 Forum?

THURSDAY, MAY 17

8:00 **CHECK-IN:** coffee/juice available, exhibit hall open

9:00 **OPENING GENERAL SESSION**

Amy Dee: From Zero to Everyday Hero: It's All in Your Head

10:30 **MORNING BREAK WITH EXHIBITORS**

11:00 **BREAKOUT SESSIONS**

- Dan Meylan, Allied National Sales Director: The Next Generation of Small Group Health Care Solutions (1 hour CE)
- Geoff Bartsh, VP Individual & Family at Medica- ACA Update & Impact on the Nebraska Individual Market (1 hour CE)
- Mike Hedge, NAIFA Director of Federal Government Relations - National Legislative Issues Update (1 hour CE)

12:00 **LUNCH IN EXHIBIT HALL**

1:15 **BREAKOUT SESSIONS**

- Dean Hoffman, Dean M. Hoffman LLC - Self-Funding: Is It Right for Your Clients? (1 hour CE)
- Eryka Morehead, President & CEO, Collaborative Planning Group - Long-Term Care: The Myths vs. The Facts (1 hour CE)
- Speaker from BlueCross BlueShield of Nebraska - Topic TBA (1 hour CE)

2:30 **BREAKOUT SESSIONS**

- Dean Hoffman, Dean M. Hoffman LLC - Self-Funding: What You Need to Know About Stop-Loss Contracts & Underwriting (1 hour CE)
- Ken Smith, Trainer & Consultant - Sales Lessons From the Masters (Practice Management, No CE)
- Troy Branch, Director of Advanced Markets at Ameritas - Implications of The New Tax Law (1 hrr CE)
- Carolyn McNairy, Regional Sales Director, TASC - ERISA/FMLA/COBRA/ACA Legal Requirements (1 hour CE)

4:00 **AFTERNOON GENERAL SESSION**

- Kevin Brown - The Hero Effect: Being Your Best When It Matters the Most

5 - 6:30 **RECEPTION WITH EXHIBITORS**

EVENING HOSPITALITY ROOMS - DINNER ON YOUR OWN

FRIDAY, MAY 18

7:15 am **PRAYER BREAKFAST** hosted by John Gusafson
Speakers: Mike Cooper and Bob Thompson

8:00 **CHECK-IN:** coffee/juice available, exhibit hall open

8:30 **BREAKOUT SESSIONS**

- Jim David, Director of Healthcare Reform at United Healthcare - Motion SME & Employee Wellness (1 hour CE)
- Steve Alloy, Advanced Markets Specialist at Mutual of Omaha - Taxation of Life Insurance: Avoiding Traps That Can Turn Into Tax Nightmares (1 hour CE)
- Randy Dean, "The E-Mail Sanity Expert" - Smart Phone Success & Tips for Terrific Tablets (Practice Management, No CE for this Program)

9:45 **BREAKOUT SESSIONS**

- Kim Bolton, Executive Director, Communications, Planning & Administration at Blue Cross and Blue Shield Association - Federal Health Legislative Issues Update (1 hour CE)
- Randy Dean, "The E-Mail Sanity Expert" - Taming the E-mail Beast (Practice Management, No CE)

11:00 **CLOSING GENERAL SESSION**

Julius Erving "Doctor J" - What I've Learned

12:00 **EVENT CONCLUDES**

The 2018 FORUM: *The Cure for The Common Career*

Continuing Education:

Earn up to 5 Hours of Continuing Education for

- Nebraska & Iowa Insurance
- CFP
- CPE (Legal)
- CPE (Accounting)
- PACE

The 2018 FORUM: *Your Annual "Learning" Checkup*

427 | The number of attendees at the 2017 conference. Network with them!

95% | The percentage of surveyed attendees who said they would come back in 2018.

New Venue:

Nebraska Innovation Campus is a research campus designed to facilitate new & in-depth partnerships between the University of Nebraska & private sector businesses. NIC strategically provides access to UNL research faculty, facilities & students. NIC aspires to be the most sustainable research & technology campus in the United States.

Nebraska Innovation Campus Conference Center
2021 Transformation Drive, Lincoln, NE 68508
Innovate.unl.edu



Featured Speakers

Amy Dee



A first-rate comedian, Amy Dee is also a powerful motivational speaker with a deep understanding of behavioral science. She'll use her hilarious "we've all been there" stories to help you laugh & open up to the science of how we behave & the power we have to make different choices about how we treat each other (& ourselves). You'll never forget Amy's stories - & you'll also never forget the messages behind those stories: You're sure to leave laughing and ready to make profound changes in your life at home and at work.

Kevin Brown

As one of the industry's most highly sought after keynote speakers, Kevin Brown has had the privilege of speaking to a wide variety of organizations including State Farm, Country Financial, Bristol-Myers Squibb, Northwestern Mutual, Delta Airlines, Trans America & Allianz to name just a few. Kevin's unconventional path to business & personal success has taught him that winning in business & in life requires anything but conventional thinking. After a career in franchising that spanned 30 years, Kevin decided to retire from corporate America & now pursues his passion for bringing his "The HERO Effect™" message to as many people and organizations as possible.



Randy Dean



Randy, the "E-mail Sanity Expert," will talk about time & e-mail management, effective organization & the related use of technology. For more than 20 years, Randy has been leading training & speaking programs for major corporate, university, association & government audiences. Obsessed with time management & personal productivity, he left a successful career as a graduate program admissions director, professional marketer & manager to become a leading speaker & trainer. The author of 'Taming the E-mail Beast,' he has led programs for thousands of satisfied & inspired students, managers & professionals on being more productive with their time & life.

Hotel Accommodations:

Hyatt Place Lincoln Downtown
600 Q Street, Lincoln, NE 68508

Rate: \$119

Deadline: April 16, 2018

Call: 1-888 HYATT HP (1-888-492-8847)

Reference group: NAIFA/NAHU

Online reservations available on naifanebraska.org or www.neahu.org

Event App:

Details coming soon for the Forum mobile app!

Register Online:

Register before May1 & SAVE Up to \$30!

naifanebraska.org or www.neahu.org

or fill out & return the form on the back page

Exhibit Hall Information:

The exhibit hall will be open

Thursday, May 17 from 8:00 am - 6:30 pm.

Wireless Internet:

Free. Password to be provided at a later date.

Network: UNL-Conference

The 2018 FORUM: *Your Prescription for Success*

REGISTER ONLINE NOW:
naifanebraska.org or www.neahu.org

91% | The percentage of surveyed attendees who said the overall value of the 2017 Forum was very good to excellent.