

# 2022 NEBRASKA INSURANCE LEADERS FORUM

## AGENDA

NEBRASKA  
20 insurance  
22 leaders  
forum  
September 1-2, 2021

PRESENTED BY



## INFORMATION ABOUT CE CREDITS

Attend both days of the Conference and earn up to 6 hours of CE (NE & IA Insurance, CFP, Legal, Accounting and PACE). Plus, NAIFA and NeAHU members who register for the FULL Conference can earn an additional 6 BONUS hours of Nebraska General insurance CE credit.

\*Please note that members are eligible to receive the 6 bonus hours ONCE each two-year cycle.

## WEDNESDAY, SEPTEMBER 7

11:30 AM LILI ALUMNI LUNCH (EXCLUSIVE FOR LILI ALUMNI)

12:30 PM CHECK-IN

1:00 - 4:00 PM DAY ONE SESSIONS

1:00 - 4:00 PM "CHOICE & CONSEQUENCES: AN ETHICS PROGRAM" -- 3 HOURS ETHICS CE

*Jerome Mayne* Author & Speaker

Jerome is an author and professional speaker. His presentations are delivered with wit and passion while involving his personal experiences on the serious topics of fraud, ethics and critical decision making. Since his release from federal prison in 2001, he has devoted his life and career speaking to groups ranging from professional associations to Fortune 500 companies. He focuses on behaviors and attitudes, and helping people make the right decisions when the right decisions aren't easy.

1:00 - 3:30 PM "GAME PLAN 4 LIFE" -- NO CE

*Tim Lindon* Your 212 Coach

Tim created Your 212 Coach on the simple philosophy of improving your business one step, or one degree at a time. He will lead a three-hour workshop that will focus on sales. More information to come!

### 3 ONE-HOUR LIFE & HEALTH CE PROGRAMS

1:00 - 2:00 PM "IDI - COMPREHENSIVE INCOME PROTECTION" -- 1 HOUR LIFE & HEALTH CE

*Gianni Comito* Principal Life Insurance Company

This course will explore how group and individual disability insurance can work together.

2:00 - 3:00 PM "GREAT RETIREMENT INCOME GAP" -- 1 HOUR LIFE & HEALTH CE

*Brent DeGroot* OneAmerica

This course will focus on the impact of the potential gap between a client's retirement income plan and the excess costs for extended care.

3:00 - 4:00 PM "EXIT PLANNING FOR FINANCIAL SERVICE PROFESSIONALS" -- 1 HOUR L & H CE

*Jim Aussem* Cavitch Familo & Durkin, Co.

This presentation will take a deep dive into the issues that should be addressed in determining a successful exit from a business.

4:00 PM EXHIBIT HALL OPEN / WELCOME RECEPTION WITH SPONSORS

6:00 PM NAIFA AWARDS DINNER / AFTERPARTIES

DAY ONE CONCLUDES

DAY ONE

# THURSDAY, SEPTEMBER 8

7:30 AM CHECK-IN / EXHIBIT HALL / BREAKFAST WITH SPONSORS

7:30 AM PRAYER BREAKFAST

## 9:00 AM OPENING GENERAL SESSION

### "CONNECTING ACROSS GENERATIONS"

Steve Bench *Generational Consulting*

In his most popular keynote presentation, Steve tackles stereotypes and builds understanding between generations through a fun and humorous approach! This opening presentation will deliver a refreshing perspective and deeper understanding of our generational differences, and foster an engaging discussion to help strengthen relationships and ultimately improve the culture of your workplace.

## 10:30 AM BREAKOUT SESSION #1

### "LEGISLATIVE UPDATE" 1 HR CE

Mike Hedge *NAIFA*

This program will provide background information and shed light on NAIFA's positions and progress with key Federal Legislative Issues in 2022 and current hot topics that impact insurance and financial services professionals, their business and clients.

### "UNDERSTANDING IND. INSURANCE OPTIONS: AN OVERVIEW OF THE ACA & THE INDIVIDUAL LANDSCAPE" - 1 HR CE

Nicole Creamer *BCBS* & Josh Wiens *BCBS*

This program will provide an overview of the Affordable Care Act and take a deep dive into the specific changes. Attendees of this program will walk away with an understanding of ACA from insurance options, to enrollment, and more.

### "THE RIGHT TO BE CALLED A LEADER" - NO CE

Ulli Monroe *Munroe Consulting*

Ulli Monroe has been conducting development workshops throughout the United States for over 20 years. This program will explore what being a "leader" really means and how to differentiate between managing and leading.

11:30 AM LUNCH WITH SPONSORS / EXHIBIT HALL OPEN

## 1:00 PM BREAKOUT SESSION #2

### "WHAT'S NEW & INTERESTING IN THE LIFE INSURANCE INDUSTRY" - 1 HR CE

Eryka Morehead *Collaborative Planning Group*

This seminar will review the recent changes in life insurance that impact estate planning professionals and their clients.

### "MEDICARE UPDATE" - 1 HR CE

Dwane McFerrin *Senior Market Sales*

This program will explore recent Medicare updates and trends.

### "SHARPENING THE SAW" NO CE - EXCLUSIVE FOR LILI ALUMNI

Steve Bench *Generational Consulting*

# THURSDAY, SEPTEMBER 8 (CONT.)

## 2:00 PM BREAKOUT SESSION #3



### "SOCIAL SECURITY SIMPLIFIED" - 1 HR CE

*Michelle Owens Mutual of Omaha*

This seminar is designed to provide meaningful information and training to enable producers to learn about the Social Security OASDI program history, current retirement benefit demographics and options that are available for clients who are married, widowed, divorced or single.



### "BEHAVIORAL HEALTH: A POST-PANDEMIC UPDATE" - 1 HR CE

*Alice Sanders Medica & Rebecca Spartz Medica*

Employers continue to reckon with the question of how best to serve their employees in a post pandemic world. This program is relevant for insurance professionals and employee benefits specialists who have business clients that are faced with equally complex choices in the area of healthcare benefits. How do they balance the diverse healthcare and mental health needs of their employees while keeping healthcare costs manageable?



### "THE POWER OF PERSONAL BRANDING" - NO CE

*Julie Wright Owner, Tally Creative*

Your personal brand consists of a distinctive combination of experiences and values that make you unique and differentiate you from other professionals in your space. Simply put, personal branding is you. Entrepreneur and Brand Development expert Julie Wright teaches you how to stand out, stay on top, and accelerate your career by developing your personal brand.

## 3:00 CLOSING GENERAL SESSION



### "UNCOMMON CONNECTIONS: BUILDING A STRONGER INNER CIRCLE"

*Thom Singer Keynote Speaker*

All things being equal, people choose to do business with those they know, like, and trust. But not all relationships in your business or personal life are created equally. A like, link, share, or follow is not necessarily a powerful engagement.

The contacts with whom you build long-term and mutually beneficial relationships that impact your life are rare. These "Uncommon Connections" can be cultivated and should be cherished. This closing keynote presentation is an action packed look at how to create business friendships, build trust, and create unlimited opportunities.

## 4:00 CONFERENCE CONCLUDES

CONNECT with up to 400 of Nebraska's best Insurance Agents and Financial Professionals.

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SEPTEMBER 7-8, 2022  
Nebraska Innovation Campus | Lincoln, NE

CONNECT