

BREAKOUT SESSIONS

At-A-Glance

	Monday, March 25 10:45am - 12:00pm	Monday, March 25 2:00pm - 3:15pm	Monday, March 25 3:45pm - 5:00pm	Tuesday, March 26 9:00am - 10:15am	Tuesday, March 26 10:45am - 12:00pm	Tuesday, March 26 2:00pm - 3:15pm
Actuarial & Finance	Capital Market and Risk Transfer Perspective on Long Term Care Insurance	Hot Products on the Spot	Uniting the Forces: Actuarial Science, Medicine and Innovation <hr/> Valuation - GAAP Targeted Improvements	Combo Product Hot Topics: Valuation, Assumption Setting, Tax & Regulation <hr/> LTCI Closed Blocks: A Market Perspective	Actuarial Guideline 51 Update	Morbidity Improvement
Claims & Underwriting	TQ, or not TQ??? That is the question <hr/> Advanced Analytics in LTC: Mission Impossible?	Underwriting and Sales Partnership <hr/> If the Policy Doesn't Say We Can Do It... Can We? A fresh look at the scope of insurer's rights concerning proof of loss	Stump the Chump	Understanding Our Customer - The Insured and the Family Caregiver	Contestable or Incontestable? What is Your Claim?	Society of Actuaries Anti-Fraud Survey Results and Next Steps
Legal, Compliance & Regulatory	Market Conduct Issues/ Trends	Litigation Trends	Ask the Regulators (Regulator Roundtable)	Legislative Trends Leading to Litigation	Considerations, Techniques and Pitfalls of Fraud Mitigation in Long Term Care	Surviving compliance pitfalls in product development... and living to tell about it
Management & Operations	Automation Leading to Straight Through Claims Processing	Everything Operations Except Claims	Generation Gap in the Workplace: One Size Can't Fit All	Reinsurers/Acquirers to the Rescue	Vendor Management: Ongoing Engagement and Collaboration	Policy Features that Keep You Up at Night
Marketing & Distribution	You say tomato, I say tomahto	Forecasting Future Healthcare Costs Using Technology	What Would YOU Do? Worksite LTC Insurance Edition	Finding Opportunities in a Book of Business	Digital Marketing and LTC	Changing the Optics: Long-Term Care Insurance, a GROWING Industry!
Producers & Sales	Connecting with the Prospect: Face-to-Face Time or Virtual Time	Become an LTCI Super Hero: How to Integrate Asset-Based Products into Sales	Working with Financial and Non-LTCI Adviser; Changing the Conversation	Essential People Skills You'll Need to Succeed	How to Help LTC Caregivers/Uninsurables While Growing Worksite/ Medicare Sales Too! <hr/> The Future of LTCi Distribution: Better Questions, Better Answers	Millennials and LTCI Sales: Removing Barriers To Distribution Growth
Public Policy & Alternative Solutions	Medicare Advantage Expansion into Personal & LTSS	Relying on Family Caregivers. Are They Ready, Willing and Able?	State Initiatives for LTC Financing Reform	What's up Doc? Geriatric Neurology and the Implications for LTC Insurance	Washington Watch - Panel of Pundits	Evidence-Based Nutrition for Healthier Futures