



Insurance Academy Agenda

Wednesday, February 28

6:00-8:00 pm *It's 5 o'clock Somewhere* (Meet, Greet & Eat)
 Join us at the hotel's beach tent for heavy hors d'oeuvres, cocktails
 & mingling with other attendees and teamLLIS

Thursday, February 29

	<u>Topics</u>	<u>Facilitator</u>
8:00-8:30 am	Continental Breakfast/Welcome Remarks (8:30 am)	Mark Maurer, CFP® President & CEO
8:45-9:45 am	Underwriting in Paradise: Smooth Sailing Through Life Insurance Waters [Life Insurance Underwriting]	Jennifer Stiles, AALU, FLMI Supervisor, New Business & Meisha Brannan Case Manager
9:45-10:00 am	Break	
10:00-11:00 am	Fins Up, Risks Down: Navigating Life Insurance Seas [Term Life Insurance]	Brian Ciccarelli Disability & Term Specialist
11:00-11:15 am	Break	
11:15 am-12:15 pm	A Pirate Looks at 40 – and asks about LTC and Permanent Insurance [Perm Insurance/LTCi/Hybrids]	Mark Maurer, CFP® President & CEO
12:15-1:15 pm	Lunch	
1:15-2:15 pm	Caring For Tomorrow's Tides with LTCi [LTCi with statewide programs]	Stephen Alloy (Mutual of Omaha)
2:15-2:30 pm	Break	
2:30-3:30 pm	Margaritaville Matchup	Mark Maurer, CFP® President & CEO

Friday, March 1

	<u>Topics</u>	<u>Facilitator</u>
8:30-9:30 am	Annuity Serenade [Annuities]	Jerry Skapyak, LUTCF Annuity/Hybrids Specialist
9:30-9:45 am	Break	
9:45-10:45 am	Insuring the Margins with Disability Insurance Underwriting [Disability Insurance Underwriting]	Bob Herman (Principal Financial Group)
10:45-11:00 am	Break	
11:00 am-12:00 pm	Lost Shaker of Security: Safeguarding Paradise with Disability Insurance [Disability Insurance]	Taylor West Disability & Term Specialist
12:00-1:00 pm	Lunch	
1:00-2:00 pm	Son of Son of a Sailor: Specialized Disability [Specialty Disability Insurance]	Kathy Bilodeau Disability, CI & Group Specialist
2:00-2:15 pm	Break	
2:15-3:15 pm	Sketching Bliss with a Tropical Twist	Mark Maurer, CFP® President & CEO

10 CFP® CE credits