


# NATIONAL AFRICAN-AMERICAN INSURANCE ASSOCIATION 2015 CONFERENCE AND EMPOWERMENT SUMMIT | SEPTEMBER 23 – 25, 2015
















**NAAIA**  
NATIONAL AFRICAN-AMERICAN  
INSURANCE ASSOCIATION



**Elevating Our Industry, Community, and Culture**  
**ATLANTA, GEORGIA**  
MARRIOTT ATLANTA MARQUIS

## Wednesday, September 23

TIME	EVENT	LOCATION
8:00am-5:00pm	Registration	Marquis Registration Booth
8:30am-12:30pm	Community Service Project – City of Refuge	Meet in Lobby for Off Site Transportation
2:00pm-3:30pm	NAAIA Membership General Session (Members Only)	M301
3:35pm-5:00pm	 <b>Agency Development &amp; Perpetuation</b> <b>Financial Solutions Made Available by Financing Expert – InsurBanc</b> <b>David W. Tralka, President &amp; CEO</b>	M304
5:00pm-6:30pm	Diversity Reception	Sun Dial Restaurant The Westin Peachtree Plaza 210 Peachtree Street NE

## Thursday, September 24

9:00am-11:15am		Plenary Session: Featuring Keynote Speaker, Rosanna Durruthy and a Panel of Industry Leaders		Marquis A	
		<b>Keynote Speaker: Rosanna Durruthy</b> Rosanna Durruthy Chief Diversity Officer Cigna			
Industry Leaders Panel: Industry Insight					
<b>Commercial P&amp;C:</b>  Rocco Orlando SVP, Sales & Distribution for Worldwide Operations CNA		<b>Healthcare:</b>  Reginald White National Vice President Cigna		<b>Life &amp; Financial Services:</b>  Vernon Carlson VP & Divisional Sales Manager MetLife	
<b>Personal Lines:</b>  Oyauma Garrison MBA, CPCU, AIC Field Vice President Allstate					
11:30am-1:30pm		Trade Show & Lunch with Exhibitors		Marquis A & Foyer	
1:30pm-2:20pm Concurrent Workshop Sessions					
<b>Room: M301</b> <b>Playing by the Unwritten Rules</b>  Dr. Indigo Triplett CEO Careers In Transition, Inc.		<b>Room: M304</b> <b>Social Media Part I - Beginner</b>  Christopher Paradiso Owner Paradiso Financial & Insurance Services LLC		<b>Room: M302</b> <b>The Evolving Cyber Warfare</b>  Mathew Scott Principal Consultant Digital Forensics Group, PT&C LWG Forensic Consulting Services	
<b>Room: M303</b> <b>NetServing...Beyond Networking</b>  Jose A. De La Cruz SPHR, SHRM-SCP HR Director, USO – Eastern Region Travelers					
2:30pm-3:20pm Concurrent Workshop Sessions					
<b>Room: M301</b> <b>Bloom Where You are Planted</b>  Dr. Audra Davis, PsyD Organizational Psychologist		<b>Room: M304</b> <b>They Drive Me Crazy! Bridging Today's Unique Generational Divide</b>  Cara Silletto, MBA President Crescendo Strategies		<b>Room: M302</b> <b>Agent Spotlight</b>  Thomas Crosby, Sr. LUTCF, CPIA President The Insurance Exchange, LTD  Quincy L. Branch President and CEO Branch Benefits Consultants	

3:30pm-4:20pm Concurrent Workshop Sessions			
Room: M301	Room: M304	Room: M303	Room: M302
<b>Building the Leadership Pipeline: Advice for Boomers, Gen-Xers and Millennials</b>  Ava Youngblood Chief Executive Officer Youngblood Executive Search/Services	<b>Social Media Part II - Advanced</b>  Christopher Paradiso Owner Paradiso Financial & Insurance Services LLC	<b>The Evolving Cyber Warfare</b>  Mathew Scott Principal Consultant Digital Forensics Group, PT&C   LWG Forensic Consulting Services	<b>Partner Spotlight</b> Presented by: Chubb 
4:30pm-5:30pm Networking Reception		Skyline Room	
6:30pm-8:30pm Networking Reception Hosted by NAAIA's Emerging Leaders Sponsored by Amerisure & Guy Carpenter & Co. LLC		SCALES 925   30 Ivan Allen Junior Blvd. (walking distance from hotel)	
Friday, September 25			
8:00am-10:00am Career Fair Registration			
9:00am-11:00am Plenary Session: featuring Keynote Speaker, Gordy Bunch and a Panel Presentation: <b>Elevating Talent and Development &amp; Sourcing</b>		Marquis A	
<b>Keynote Speaker: Gordy Bunch</b>  Gordy Bunch President & CEO The Woodlands Financial Group			
<b>Panel Presentation:</b> <b>Talent Sourcing, Development &amp; Retention – An Industry Imperative</b>  Facilitated by: Trevor Grandy Senior Vice-President and Chief Diversity Officer Chubb		Marquis A	
 Myrna Garcia Director Strategic Account Mgmt & Business Development INROADS, Inc.	 Zenith Houston Director Posse Atlanta, The Posse Foundation	 Diane Mattis, CPCU, AIAM, AFIS Executive Director InVEST Associate V.P. Professional Dev. & Online Resources IIABA	 Joelle Murchison VP Diversity & Inclusion Travelers
11:10am-12:00pm Concurrent Workshop Sessions			
Room: M301	Room: M304	Room: M302	Room: M303
<b>Playing by the Unwritten Rules</b>  Dr. Indigo Triplett CEO Careers In Transition, Inc.	<b>Social Media Part I - Beginner</b>  Christopher Paradiso Owner Paradiso Financial & Insurance Services LLC	<b>The Next Generation Agency 2.0</b> Ken Branch Chairman and CEO New Horizons Consulting Services (NHCS)	<b>Backpack to Briefcase Workshop – Part I</b>  Janice Castle Senior Consultant, University Relations Travelers
11:10-4:30pm Career Fair & Student Development Activities		Marquis Foyer	
12:00pm-1:20pm Lunch		Marquis A	
1:30pm-2:20pm Concurrent Workshop Sessions			
Room: M301	Room: M304	Room: M302	Room: M303
<b>Bloom Where You are Planted</b>  Dr. Audra Davis, PsyD Organizational Psychologist	<b>They Drive Me Crazy! Bridging Today's Unique Generational Divide</b>  Cara Silletto, MBA President Crescendo Strategies	<b>Agent Spotlight</b>  Lee V. Bethel, CLU®, ChFC®, REBC®, RHU®, CAP®, ChHC®, AIF® President Comprehensive Benefit Services, Inc.	<b>Backpack to Briefcase Workshop – Part II</b>  Janice Castle Senior Consultant, University Relations Travelers
2:30pm-4:00pm Student Interviews		Room: M303	
2:30pm-3:20pm Concurrent Workshop Sessions			
Room: M302		Room: M304	
<b>Building the Leadership Pipeline: Advice for Boomers, Gen-Xers and Millennials</b>  Ava Youngblood Chief Executive Officer Youngblood Executive Search/Services		<b>Social Media Part II - Advanced</b>  Christopher Paradiso Owner Paradiso Financial & Insurance Services LLC	
		Room: M301	
		<b>NetServing...Beyond Networking</b>  Jose A. De La Cruz SPHR, SHRM-SCP HR Director, USO – Eastern Region Travelers	
3:30pm-5:00pm Trade Show		Marquis Foyer	
6:30pm-9:00pm Partner Recognition & Scholarship Award Dinner (Silent Auction)		Imperial Salon A	
9:00pm-12:00am DJ & Dancing		Imperial Salon A	