



University Day 2015 Agenda – Subject to Change

7:00 – 8:00	Registration and Continental Breakfast with Exhibitors	Exhibitor Hall
8:00 – 8:15	Opening Remarks and Introduction of Tom Harte	Keynote Room
8:15 – 8:45	Tom Harte	Keynote Room
8:45 – 9:45	Dan Clark	Keynote Room
9:45 – 10:15	Exhibitor Time	Exhibitor Hall
10:15 – 11:15	Session 1: <ul style="list-style-type: none"> • Generational Selling • Small Group Carrier Shootout • Large Group Compliance • All about Medicare 	Breakout Room A Breakout Room B Breakout Room C Breakout Room D
11:20 – 12:20	Session 2: <ul style="list-style-type: none"> • Becoming a Trusted Advisor • Expand Your Portfolio • Private and State Exchanges • The Individual Marketplace 	Breakout Room A Breakout Room B Breakout Room C Breakout Room D
12:20 – 1:00	Lunch with Exhibitors	Exhibitor Hall
1:00 – 3:00	Keynote and Panels	Keynote Room
1:00 – 1:20	Legislative Update	
1:20– 1:50	Phil Lebherz	
1:50– 2:30	Carrier Panel (Market expansion update)	
2:30 – 3:00	Dr. Nancy Irwin	