

PROTECTING CLIENTS & your business with Superhuman Strength

2019 INSURANCE LEADERS FORUM

May 2-3 - Nebraska Innovation Campus - Lincoln, NE



presented by:



REGISTER NOW!

Register before April 12 for EARLY BIRD pricing!
Attendance is Limited to the First 400 Registrations!

Attend the FULL conference to earn up to 5 hours of CE -
PLUS, potentially earn 6 BONUS hours of NE insurance credit.
Visit www.naifanbraska.org OR www.neahu.org

INSURANCE LEADERS FORUM

PO Box 24133

Omaha, NE 68124

2019 Forum Agenda & Details:

THURSDAY, MAY 2

8:00 CHECK-IN: light breakfast available, exhibit hall open

9:00 OPENING GENERAL SESSION

THE IRON TAMER | DAVE WHITLEY, STRONGMAN

Superhuman YOU: Break the Chains of Limitations & Unleash Your Own Superpower!

10:30 MORNING BREAK WITH EXHIBITORS

11:00 BREAKOUT SESSIONS

• **The Art & Science of Trust** (1 hour ETHICS CE)

This session is required to attend Brain Business (Parts 1 & 2).

JOSEPH TEMPLIN, CAP, CLU, ChFC | The Unique Minds Consulting Group, LLC

• **Insurance & Financial Legislative Issues Update** (1 hour CE)

MICHAEL HEDGE, JR | NAIFA Director of Government Relations

• **Current Healthcare Issues** (1 hour CE)

CHRISTOPHER HARTMANN | NAHU VP of Congressional Affairs

12:00 LUNCH IN EXHIBIT HALL

1:15 BREAKOUT SESSIONS

• **Brain Business – Part #1** (Practice Management, No CE - must have attended the 11:00 am session The Art & Science of Trust)

JOSEPH TEMPLIN | The Unique Minds Consulting Group, LLC

• **Life Insurance Industry Conversations** (1 hour CE)

JOANN M. MARTIN, CPA, FLMI | CEO, Ameritas | Chair, ACLI Board

• **Improving Claims Costs Through Value Based Care for Total Healthcare Management** (1-hour CE)

DEBRA L. ESSER, MD | VP Medical Policy and Quality Medical Director
DAVID WIRKA | Director of Network Innovations | both from BCBS NE

2:30 BREAKOUT SESSIONS

• **Brain Business – Part #2** (Practice Management, No CE)

This is a continuation of the 1:15 session.

• **Tax Efficient Retirement** (1 hour CE)

JOE ELSASSER | CFP®, FHU, REBC | Covisum, LLC

• **Insurance Disputes and Litigation: How to be a Hero to Your Client** (1 hour CE)

ERIC L. BUCHANAN | President + Partner, Eric Buchanan & Associates, PLLC

4:00 AFTERNOON GENERAL SESSION

KRIS TANTO PARONTO, HERO | Veteran | Author | Speaker | US Army Ranger

The Ranger Way

5 – 6:30 RECEPTION WITH EXHIBITORS

FRIDAY, MAY 3

7:15 am PRAYER BREAKFAST hosted by John Gustafson

7:30 CHECK-IN: **REFULE & REFOCUS BREAKFAST** Sponsored by **OCI** & **OXYGEN BAR** Sponsored by Pro Insurance Resources

8:30 BREAKOUT SESSIONS

• **Building a Path to Sustainable Growth** (Practice Management, No CE)
STEVE PHILLIPS | Pareto Certified Practice Management Consultant

• **Disability Insurance to Differentiate Yourself with Your Clients** (1 hour CE)

GREGORY G. NELSON | ChFC, CEBS, DIF | President, Strategic Benefit Coach

• **Advanced Medicare Concepts** (1 hour CE)

MIKE SMITH | LTCP, SGS – President, The Brokerage Inc.

9:30 BREAKOUT SESSIONS

• **How to Stand Out from the Crowd & Set More Appointments in 1 Hour than Many Advisors Set in 1 Week** (Practice Management, No CE)

DEIRDRE VAN NEST | Crazy Good Talks

• **Premium Financing, NQ Deferred Compensation and Split Dollar: What are They and When to Use Them** (1 hour CE)

TOM FRIDRICH | JD, CLU, ChFC | Advanced Markets Specialist, Mutual of Omaha

• **The ACA Miasma** (1 hour CE)

MIKE SMITH | LTCP, SGS – President, The Brokerage Inc.

11:00 CLOSING GENERAL SESSION

LEIGH ANNE TUOHY | Author | “The Blind Side”

12:00 EVENT CONCLUDES

NEED TO KNOW INFO

HOTEL : Hyatt Place Lincoln Downtown

600 Q Street, Lincoln, NE 68508

Rate: \$119 - Reference group: NAIFA/NAHU

Deadline: April 1, 2019

Call: 1-888 HYATT HP (1-888-492-8847)

Online: naifanebraska.org or www.neahu.org

EXHIBIT HALL HOURS: May 2 | 8:00 am - 6:30 pm.

EVENT APP: It's back! Details coming soon.

FREE WIFI: Network: UNL-Conference

Password to be provided at registration.

REGISTER ONLINE NOW:
naifanebraska.org or www.neahu.org

94%

The percentage of surveyed attendees who said the overall value of the 2018 Forum was very good to excellent.

Why attend the 2019 Forum?

335

The number of attendees at the 2018 conference. Network with them!

95%

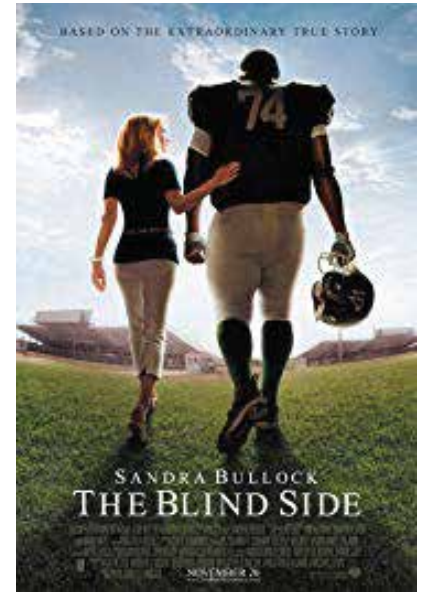
The percentage of surveyed attendees who said they would come back in 2019.

YOU'LL HEAR FROM NATIONALLY KNOWN SPEAKERS

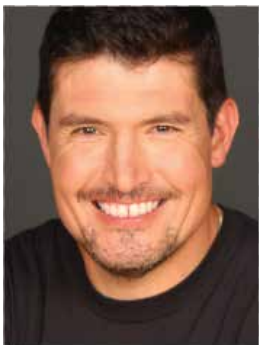
Leigh Anne Tuohy, "Warrior Princess" | Author
The Blind Side



Leigh Anne Tuohy and her family's inspirational journey are proof that when we give a bit of ourselves to others, we can make the world a better place and perhaps, even save a life. She shares her personal "Blind Side" observations, from seeing Michael Oher for the first time to how the experience changed her and her family. Tuohy focuses on the importance of recognizing the full potential of individuals, inspiring us to recognize the value in those that society has deemed valueless and to give whatever we can, whenever we can. Tuohy's personal journey was documented in Michael Lewis' best-selling story, *The Blind Side: Evolution of a Game*, which follows Oher from his impoverished beginnings, to how the Tuohy family adopted him, to reaching football success. The book was later adapted into a movie, *The Blind Side*, in which Sandra Bullock portrayed Tuohy in an Academy Award-winning role. Tuohy is also a best-selling author. Her newest release, *Turn Around: Reach Out, Give Back, and Get Moving*, challenges readers to rethink what it means to be generous.



Kris "Tanto" Paronto, Hero | Veteran | Author | Speaker | US Army Ranger
The Ranger Way



Thousands of people have heard Kris "Tanto" Paronto speak about his experiences in Benghazi on September 11, 2012. But before he was a security contractor, Tanto was a US Army Ranger from 2nd Battalion 75th Ranger Regiment. Rangers are trained to lead by being pushed to their physical and mental limits so that they can perform against impossible odds in punishing situations. In *THE RANGER WAY*, Tanto shares stories from his training experiences that played a role in his team's heroic response in Benghazi as he explains the importance of demanding excellence when you commit to improving your life. He shows you how to define your mission, set goals that are in alignment with your values, and develop a battle plan that will maximize your chances of success.

The Iron Tamer – Dave Whitley, Strongman
SuperHuman Success Strategies



Strongman and motivational speaker Iron Tamer Dave Whitley, author of the book *Superhuman YOU*, shows how to break the self-imposed chains of limitation and unleash your own superpower. Witness some mind-blowing feats of strength as Dave talks about how he went from being a chubby kid with a stutter to a steel-bending superhuman!

YOU'LL EARN CE CREDITS

Earn up to 11 HOURS* of Continuing Education for:

- NE & IA Insurance
- PACE
- CFP
- CPE (Legal)
- CPE (Accounting)

* Attend the FULL conference to potentially earn 6 BONUS hours of NE insurance credit. See NAIFAnbraska.org or neahu.org for details.

2019 INSURANCE LEADERS FORUM

Attendee Registration

2019 Insurance Leaders Forum ATTENDEE REGISTRATION FORM | May 2 & 3, 2019 | NE Innovation Campus, Lincoln, NE

I am a: NAHU Member NAIFA Member Non-Member

First/Last Name _____ Industry Designations _____

Company _____ Email _____

Address _____ City _____ State _____ Zip _____

Business Phone _____ Mobile _____

If seeking C.E. Credit, please check State Insurance C.E. needed: Nebraska Iowa

NPN and/or CFP number (for C.E. credit) _____

Do you plan to attend the Friday 7:15 AM Prayer Breakfast? (\$10 additional fee payable now) YES NO

Registration Fees: Earlybird Registration Deadline: 4/12/19: Member: \$119 Non-Member: \$169

Regular Registration After 4/12/19: Member: \$149 Non-Member: \$199

Single Day Ticket – THURSDAY 5/2 ONLY: Member: \$89 Non-Member: \$129

Single Day Ticket – FRIDAY 5/3 ONLY: Member: \$89 Non-Member: \$129

Total Amount Due: \$ _____

Concurrent Sessions (please select one in each time frame — this will help greatly with CE reporting):

Thursday – 11:00 a.m.: **Joe Templin, CAP, CLU, ChFC** | The Unique Minds Consulting Group, LLC | The Art & Science of Trust | 1 hour Ethics CE
This session is required in order to attend Brain Business Parts 1 & 2.

Michael Hedge, Jr. | NAIFA Director of Government Relations | Insurance & Financial Legislative Update | 1 hour CE

Christopher Hartmann | NAHU VP of Congressional Affairs | Current Healthcare Issues | 1 hour CE

Thursday – 1:15 p.m.: **Joe Templin, CAP, CLU, ChFC** | The Unique Minds Consulting Group, LLC | Brain Business – Part #1 |

Practice Management, No CE - Must have attended the 11:00 am session The Art & Science of Trust

JoAnn M. Martin, CPA, FLMI | CEO, Ameritas | Chair, ACLI Board | Life Insurance Industry Conversations | 1 hour CE

Debra L. Esser, MD | VP Medical Policy and Quality Medical Director, BCBSNE & **David Wirka** | Director of Network Innovations, BCBSNE | Improving Claims Costs Through Value Based Care for Total Healthcare Management | 1 hour CE

Thursday – 2:30 p.m.: **Joe Templin, CAP, CLU, ChFC** | The Unique Minds Consulting Group, LLC | Brain Business – Part #2 |

Practice Management, No CE – Continuation of the 1:15 pm session

Joe Elsasser, CFP*, FHU, REBC | Covisum, LLC | Tax Efficient Retirement | 1 hour CE

Eric Buchanan | President + Partner, Eric Buchanan & Associates, PLLC | Insurance Disputes and Litigation: How to be a Hero to Your Client | 1 hour CE

Friday – 8:30 a.m.: **Steve Phillips** | Pareto Certified Practice Management Consultant | Building a Path to Sustainable Growth | Practice Management, No CE

Gregory G Nelson ChFC, CEBS, DIF | President, Strategic Benefit Coach | Disability Insurance to Differentiate Yourself with Your Clients | 1 hour CE

Mike Smith, LTCP, SGS | President, The Brokerage Inc. | Advanced Medicare Concept | 1 hour CE

Friday – 9:30 a.m.: **Deirdre Van Nest** | Crazy Good Talks | How to Stand Out from the Crowd and Set More Appointments in One Hour than Many Advisors Set in One Week | Practice Management, No CE

Tom Fridrich, JD, CLU, ChFC | Advanced Markets Specialist, Mutual of Omaha | Premium Financing, NQ Deferred Compensation and Split Dollar: What are They and When to Use Them | 1 hour CE

Mike Smith, LTCP, SGS | President, The Brokerage Inc. | The ACA Miasma | 1 hour CE

ALL CE courses will provide credit for NE & IA insurance, pending approvals. All CE courses also will provide CEUs for CFP, Legal, CPA & PACE, pending approvals.

Payment Options: Pay By Check* For credit card payments, please register online.

Email Address For Receipt _____

* Make check payable to NAIFA-NE. Note: When you provide a check as payment, you authorize us to either use information from your check to make a one-time electronic fund transfer from your account or to process the payment as a check transaction. When we process the check, funds may be withdrawn from your account as soon as the same day we receive your payment. You will not receive your check back from your financial institution.

Signed _____ Date _____

Mail completed form to: NAIFA-Nebraska | PO Box 24133 | Omaha, NE 68124 OR FAX TO: 877.355.9226 | Questions? Contact Stacie Sarasio at stacie@non-profitservices.com or 402.991.3122. Refunds for cancellations before April 15, 2019 may be granted upon written request and decision of conference management, less an administrative fee of \$25. No refunds for cancellations or “no shows” after April 15, 2019; however, you may send a substitute.