

MESSER FINANCIAL GROUP INDEPENDENT AGENTS INSURANCE EXPO

BREAKOUT SESSION SCHEDULE FOR MONDAY, SEPTEMBER 11TH

Time	Concord A	Concord B	Concord C&D	Carolina A&B	Carolina C
8:00 AM	Ethics 101 - CE (Sponsored by NSS)	Selling Simplified & Term Life – CE (Sponsored by Transamerica)		Assurity "Income Protection – Get Down to Business"	
9:15 AM	Supplemental Benefits 101 – CE (Sponsored by CUL)	Disability 101 – CE (Sponsored by Assurity)	MESSER Financial Group "The Messer Advantage"	WellCare "What's New with WellCare?"	SureBridge "Wrestling with Critical Illness!"
10:30 AM	MA 101 – CE (Sponsored by UnitedHealthcare)		MESSER Financial Group "Sales Tips From the Pros!"	Aetna Senior Supp "Why Aetna Senior Supplemental?"	Columbian Life "Products and Features of Columbian Products"
LUNCH BREAK 12:00 – 1:15					
1:00 PM	Ethics 102 – CE (Sponsored by Columbian)	Med Supp 101 -CE (Sponsored by Mutual of Omaha)		BlueCrossBlueShield SC "MA, the ACA, and You!"	North American "Help Your Clients Get the Most Out of Their Legacy!"
2:15 PM		Med Supp 201 – CE (Sponsored by Aetna)	Humana MA "Humana MA 2018 – What's in Store For AEP"	Cigna-HealthSpring "The Tools and Why's of Your Business"	Transamerica "Here's to Your Wealth, Here's to Your Health"
3:30 PM	Life 101 – CE (Sponsored by North American)		Aetna MA "Our Advantage is Yours" F2F w/local Broker Managers	MESSER Financial Group "Agency Building"	Gateway Health "Get Ready for 2018 with Gateway Health!"
4:45 PM	Health 101 (Sponsored by SureBridge)		UnitedHealthcare MA		UnitedHealthOne

Below you will find some helpful tools to help you get ready for the upcoming Medicare and ACA AEP's.

Errors & Omissions Insurance – www.messerfinancial.com/eo • Online Contracting – www.messerfinancial.com/contract
ACA Cloud Software – www.messerfinancial.com/acacloud

Contact Us 866-568-9649 or messerfinancial.com

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BREAKOUT SESSION SCHEDULE FOR TUESDAY SEPTEMBER 12TH

Time	Concord A&B	Concord C&D	Carolina A&B	Carolina C
7:30 AM	MESSER Financial Group "MyMFG Technology Demo" Features full CRM; track your clients, appointments, commissions, and even downlines. Also features integrated CMS approved MA & ACA enrollment platforms. It's the tool you've been waiting for!	Ethics 103 – CE (Sponsored by CUL)	Aetna MA "Our Advantage is Yours" F2F w/local Broker Managers	Transamerica "Here's to Your Wealth, Here's to Your Health"
9:15 AM		E&O – CE (Sponsored by Minnesota Life)	Humana - Veterans Initiative "Making Veterans a Key Part of Your Business"	
	Concord F			
10:00 AM	NAHU Marcy Bucker, Vice President of Government Affairs "State of the Industry"			
11:00 AM	<i>New York Times</i> Best Selling Author Motivational Speaker Mark Matteson			

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Financial Group

Welcome To The 2017 Expo!

This information has been prepared to help you enjoy your Expo experience. Please take a moment to review it.

September 11th, Monday – first class begins at 8:00AM
September 12th, Tuesday – first class begins at 7:30AM

SCHEDULE OF EVENTS

Monday, September 11th

- 7:00AM – Expo hall opens
- 8:00AM – First class begins
- 10:30AM – Expo hall closed
- 3:30PM – Expo hall open
- 5:30PM – Cocktail reception in the Expo hall ballrooms E&F
- 6:30PM – Expo hall closed

Tuesday, September 12th

- 7:00AM Expo hall open
- 7:30AM CMS approved MA enrollment platform demo – ballroom F
- 8:30 AM MyMFG – MESSER'S proprietary tool exclusively for Messer agents – ballroom F
- 10:00AM – "State of the Industry" special guest speaker Marcy Buckner, Vice President of Government Affairs at NAHU in Washington D.C.
- 11:00AM – Special guest speaker and author Mark Matteson will close out the Expo