

Sales Expo Schedule

Be the Champion in Your Arena

- 8:00 AM - 4:00 PM Exhibit Hall Open
- 8:00 - 9:00 AM Registration, Exhibits and Continental Breakfast in Exhibit Hall
- 9:00 - 10:00 AM **Breakout Sessions (Choose One)**
Strategies to Save Medicare Clients Money on Part D
Course Number: 383657
Speaker: Judy Daniels, California Director of Sales and Recruitment
Berwick Insurance Group
Learn how to help clients save money on their Part D drugs thru analyzing their medications using the Medicare.gov Plan Finder, how to access cost-saving programs, and other ways to save on costs.
- Reducing Healthcare Cost with Yoga and Meditation***
Course Number: 336251
Speaker: Naama O. Pozniak
Founder and CEO, A+ Insurance Service
Media & HUPAC Chairs, Los Angeles Association of Health Underwriters
Region 8 Media Chair, National Association of Health Underwriters
This presentation has been designed to introduce a new way of thinking about wellness. Naama takes a deep dive on the science behind meditation and yoga's lifelong health benefits and how to make it work for you and any industry. By the end of the presentation, attendees will have a greater understanding of the benefits and application of yoga, meditation and other techniques towards advancing the wellness of themselves and others.
- 10:00 - 11:00 AM **Keynote Presentation**
Doctor Engagement is the Key to Healthcare Transformation 10, 20 and 30 Years from Today
Speaker: Anil N. Keswani, MD, Corporate Vice President, Scripps Health
Chief Medical Officer, Scripps Health Plan Services, Inc. and Scripps ACO
Although some futurists believe that concepts like Medicare for all will solve our healthcare crisis, Dr. Anil Keswani explains how building on doctor engagement, clinical integration and third-party technology disruptors will improve and transform the functionality of health care delivery.
- 11:00 AM - 12:00 PM Exhibits
- 12:00 - 1:30 PM Lunch, SDAHU Awards, Legislative Update and Sponsor Thank You's
- 1:30 - 2:30 PM **Breakout Sessions (Choose One)**
What to Expect in an EBSA Health Plan Audit
Course Number: 383577
Speaker: Michael Baron, Senior Advisor for Health Investigations (SAHI)
Los Angeles Regional Office, U.S. Department of Labor, Employee Benefits Security Administration
Here's what you'll learn; background on EBSA, ERISA, health provisions, fiduciary responsibility, EBSA investigation process, red flags and when to contact us, VFCP, compliance assistance and other resources.
- Social Security Disability and Medi-Cal Estate Recovery***
Speaker: Martha Yancey, Esq., Attorney at Law
Yancey Law, PC
Ms. Yancey's topic will provide an overview of SSDI and SSI and the qualification process, what agents should know about Social Security and where to find resources, and Medi-Cal Estate Recovery; what it is, who it affects, and how to avoid it.
- 2:30 PM Exhibitor Raffles and Grand Prize Raffle
- 2:30 - 4:00 PM **Happy Hour in Exhibit Hall**