



NAIFA-VA 2019 Success Summit

"Climb Every Mountain"

Annual Conference ~ May 5-6, 2019

Agenda

Sunday, May 5th

- 1:00 – 6:00 p.m. Registration/ Credentials ~ Registration Desk ~ Exhibitors Set-up
- 1:00 - 5:00 p.m. Track One ~ 4 (1 hour) Continuing Education Courses ~ Shenandoah Room
- 1-2pm Ethics Course #212609 moderated by Susan Campbell
 - 2-3pm Fundamentals of Living Benefit Riders & Policies #217933 moderated by John Norce
 - 3-4pm 2019 Virginia General Assembly Insurance Legislation #219713 moderated by Bob Bradshaw
 - 4-5pm IRAs: Goldmine or Minefield #218901 moderated by Ryan Bertrand
- 1:00 – 5:00 p.m. Track Two ~ LTCP (4) Hour Refresher Course ~ Crawford Room
- Long Term Care Partnership 4 hr Refresher #212856 moderated by Drudy Andrews
- 4:00 p.m. Hotel Check-In ~ Wintergreen Resort ~ Front Desk
- 5:00 – 7:00 p.m. **Opening Reception w/ Exhibitors ~ Silent Auction Begins ~ Blue Ridge Rockfish Room**
- 7:00 – 9:00 p.m. Hospitality Suite (Open to All) ...hosted by LILI Alumni ~ Room #152

Monday, May 6th

- 7:30 – 8:30 a.m. Registration/Credentials – Registration Desk
Continental Breakfast with Exhibitors ~ Ballroom ~ Silent Auction Continues
- 8:30 – 9:00 a.m. Welcome & Opening Ceremony
- 9:00 – 10:30 a.m. Keynote Speaker: Roger Seip "Train Your Brain For Success"
- 10:30 – 11:00 a.m. **Visits w/ Exhibitors ~ Silent Auction**
- 11:00 – 11:50 a.m. Guest Speaker: Ryan Bertrand, CFP, CLU
- 11:50 – 12:20 am** **Visits w/ Exhibitors ~ Silent Auction Concludes**
(Call for Final Bids & Winners Posted)
- 12:20 – 12:30 noon Move to Luncheon ~ Pryors/Fortune/Shropshire/Piedmont
- 12:30 – 1:00 p.m. **LUNCH / Exhibitor Door Prizes**
- 1:00 – 1:20 p.m. NAIFA-Virginia Hall of Fame Recognition & 2019 Inductee Announced
- 1:20 – 2:10 p.m. NAIFA National Assistant Vice President of Federal Relations Judi A. Carsrud
- 2:10 - 2:25 p.m. NAIFA-Virginia Annual Meeting
- 2:25 - 2:30 p.m. Closing Remarks / Meeting Adjourned