

WAPCON 2017

THE AGENT AWAKENS

Every effort is made to ensure the accuracy of this data. Participating plans, dates, times, presenters are subject to change without notice. For the most current version of this schedule, please visit WAPCon2017.com

Session Time	Day One: Tuesday, 12 September 2017	Day Two: Wednesday, 13 September 2017
8:00 - 8:30 a	Registration	Registration
8:30 - 9:30 a	Opening Session: State of the Medicare Marketplace Mari Tautimes and Paul Rose, Co-CEOs Western Asset Protection (Ballrooms A/B/C)	How to be Your Own Best Cheerleader: Realizing and Reaching Your Potential Dan Tyre, Director Hubspot (Ballrooms A/B/C)
9:30 - 10:00 a	Vendor Table Visits	Vendor Table Visits
10:00 - 11:30 a	UnitedHealthcare Rollout (Ballroom C)	Bright Health Rollout (Ballroom C)
	Cigna Healthcare Rollout (Ballrooms A/B)	Humana Rollout (Ballrooms A/B)
	Use the Force: Realize the True Power of Your Book of Business Adam Lewis, President and Co-Founder & Cory Schmidt, CTO and Co-Founder AgencyBloc (Canyon Room)	Use the Force: Realize the True Power of Your Book of Business Adam Lewis, President and Co-Founder & Cory Schmidt, CTO and Co-Founder AgencyBloc (Canyon Room)
11:30 - 11:40 a	Break	Break
11:40 a - 12:40 p	Lunch Presentation: Consumer Insights Tim Brousseau, VP Client Services, Deft Research and Paul Rose, Co-CEO, Western Asset Protection (Ballrooms A/B/C)	Uniting Two Powerful Allies: Leads and Agency Management Software Richard Bufkin, President Target Leads and Adam Lewis, President and Co-Founder & Cory Schmidt, CTO and Co-Founder AgencyBloc
12:40 - 12:50 p	Break	Break

SCHEDULE CONTINUES ON REVERSE!



Western Asset Protection

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Session Time	Day One: Tuesday, 12 September 2017	Day Two: Wednesday, 13 September 2017
12:50 - 2:20 p	Health Choice Rollout <i>(Ballroom C)</i>	Cigna Healthcare Rollout <i>(Ballroom C)</i>
	Blue Cross Blue Shield of Arizona MAPD Rollout <i>(Ballrooms A/B)</i>	Blue Cross Blue Shield of Arizona MAPD Rollout <i>(Ballrooms A/B)</i>
	Facebook for Senior Market Agents <i>(Canyon Room)</i>	University of Arizona Health Plans (UAHP) Rollout <i>(Canyon Room)</i>
2:20 - 2:30 p	Break	Break
2:30 - 4:00 p	Bright Health Rollout <i>(Ballroom C)</i>	Health Choice Rollout <i>(Ballroom C)</i>
	Humana Rollout <i>(Ballrooms A/B)</i>	Aetna Rollout <i>(Ballrooms A/B)</i>
	More Referrals = More Success! <i>(Canyon Room)</i>	Facebook for Senior Market Agents <i>(Canyon Room)</i>
4:00 - 4:10 p	Break	Break
4:10 - 5:40 p	University of Arizona Health Plans (UAHP) Rollout <i>(Ballroom C)</i>	Day Two Wrap Up and Send Off Mari Tautimes and Paul Rose, Co-CEOs Western Asset Protection <i>(Ballrooms A/B)</i>
	Aetna Rollout <i>(Ballrooms A/B)</i>	
	Fill in the Hospital Gap With a Compliant Cross Selling Opportunity <i>(Canyon Room)</i>	
5:40	Day One Wrap Up and Send Off Networking Cocktail Hour and Cash Bar	

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