

2024 BENEFITS & MEDICARE SUMMIT

National Association of Benefits and Insurance Professionals
Connecticut Chapter



NABIP

Shaping the *future* of healthcare



*Back by
popular
demand!*

Keynote
Speaker

JAY DESIDERIO
SOUTHWESTERN
CONSULTING

Two Educational Tracks:
↳ **Group Benefits**
↳ **Medicare**
**Exhibiting and
Sponsorship Opportunities**
Trade Show



CLICK HERE
TO REGISTER
NOW!



Keynote
Speaker

**DR. MATTHEW
CUCOLO**
CHIROPRACTOR

Date: Thursday, May 16, 2024
Time: 9:45 AM - 5:00 PM
Location: Heritage Hotel
522 Heritage Rd
Southbury, CT 06488

Contact

📞 860-243-3977

🌐 www.NABIP-CT.org

✉️ info@NABIP-CT.org





AGENDA

9:45 AM

Registration & Vendor Time

10:15 AM

Keynote Speaker - Jay Desiderio

Sales Mastery: Navigate Buying Styles, Advanced Qualifying Questions, and Closing

11:00 AM

Breakout Sessions (Choose one):

Group Benefits Breakout:

Let's Talk Shop with Access Health CT Small Business

Medicare Breakout:

CMS Regulations & Updates

12:00 PM

Lunch, NABIP-CT Annual Meeting,
A Message from NABIP & Legislative Wrap Up

1:15 PM

Vendor Time

2:00 PM

Keynote Speaker - Dr. Matt Cucolo

Unlocking Wellness: Integrating CBD, Kinesiology, Reflexology, Nutrition, and Mobility for Optimal Health

3:00 PM

Breakout Sessions (Choose One):

Group Benefits Breakout:

Maximizing Benefits: An Insurance Carrier Panel

Discussion on Level Funding

Medicare Breakout:

D-SNP Medicaid Panel

4:00 PM

Cocktail Hour

2024 BENEFITS & MEDICARE SUMMIT

KEYNOTE SPEAKERS

National Association of Benefits and Insurance Professionals
Connecticut Chapter



Keynote
Speaker

JAY DESIDERIO
SOUTHWESTERN
CONSULTING

Jay is an elite professional sales, life, and leadership consultant that is a practitioner of everything he teaches. He will be sharing advanced closing techniques that will include qualifying correctly and asking better questions. Attendees will also learn techniques to handle objections and overcome excuses, while navigating and identifying behavioral types.



Keynote
Speaker

**DR. MATTHEW
CUCOLO**
CHIROPRACTOR

Dr. Matthew Cucolo is a practicing chiropractor and nutritional consultant who utilizes whole food therapeutic nutrition with adjunct holistic therapies to best treat his patients. He creates dynamic nutrition lectures that connect with his target audience to make the complex understandable and practical.

Register Online!

Contact

 860-243-3977

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Benefits & Medicare Summit

Two Track Breakouts



GROUP BENEFITS TRACK

Breakout #1 - Let's Talk Shop with Access Health CT

- **John Carbone (Access Health CT) & Brandon Rousseau (Anthem)** - This session will provide attendees with the tools, services, and support to allow you to focus on finding quality, affordable group health insurance to fit your clients' needs and new opportunities to grow your book of small business.

Breakout #2 - Maximizing Benefits: An Insurance Carrier Panel Discussion on Level Funding

- **Various Carrier Partner Representatives** - Our panel of industry experts will delve into the nuances of level funding, offering insights to help you optimize healthcare offerings for your clients. Discover practical strategies to enhance benefits while controlling costs, equipping you to make informed recommendations and empower your clients with the best insurance solutions. Don't miss this opportunity to elevate your expertise and provide unparalleled value to your clients' businesses.



Breakout #1

11:00 AM - 11:50 AM

Breakout #2

3:00 PM - 3:50 PM



MEDICARE TRACK

Breakout #1 - CMS Regulations & Updates

- **Bob Brzyski (Pinnacle Financial Services) & Bill Hepscher (The Canadian Medstore)** - Stay ahead of the curve with expert insights on the latest regulations from the Centers for Medicare & Medicaid Services (CMS). Equip yourself with the essential knowledge to ensure compliance and maximize your clients' Medicare benefits. Don't miss this opportunity to stay informed and enhance your expertise!

Breakout #2 - D-SNP Medicaid Panel

- **Bonnie Maynard (UnitedHealthcare Medicare & Retirement), Traci O'Brien (Senior Insurance Consultants) & Lisa O'Hara (Aetna Medicare Solutions)** - Explore the intricacies of Dual Eligible Special Needs Plans (D-SNP) and Medicaid with the specialized knowledge from our expert panelists. Learn how to navigate the complexities of D-SNP Medicaid offerings, ensuring your clients receive the best comprehensive coverage they deserve.

Benefits & Medicare Summit

Attendee Registration Form

Members \$50

Non-Members \$75

Name: _____

Badge Name: _____

Company: _____

Address: _____

City, State, Zip: _____

Email: _____

Phone: _____

****Please choose only ONE Breakout Session per time frame****

***Please choose which
 breakout sessions you
 will attend:***

Breakout Session #1:
 11:00 AM - 11:50 AM

Group Benefits Track -
 Let's Talk SHOP w/ AHCT

Medicare Track -
 CMS Regulations & Updates

Breakout Session #2:
 3:00 PM - 3:50 PM

Group Benefits Track -
 Maximizing Benefits -
 Level Funded Panel

Medicare Track -
 D-SNP Medicaid Panel

I am enclosing a check in the amount of _____
 Made payable to **CT Benefit Brokers**

I am paying by credit card in the amount of _____

Amex Discover MasterCard Visa

Card #: _____

Exp. Date: _____ CVV#: _____

Mail to:
One Regency Dr.
Suite 209
Bloomfield, CT 06002

Fax:
860-286-0787

Questions? Call 860-243-3977 or email info@NABIP-CT.org