# 2024 BENEFITS & MEDICARE SUMMIT



Connecticut Chapter

National Association of Benefits and Insurance Professionals

NABIP

Shaping the future of healthcare



Keynote Speaker

#### **JAY DESIDERIO**

SOUTHWESTERN CONSULTING

CLICK HERE
TO REGISTER
NOW!

Two Educational Tracks:

→ Group Benefits

**→** Medicare

Exhibiting and Sponsorship Opportunities

**Trade Show** 



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**



⊕ www.NABIP-CT.org

☑ info@NABIP-CT.org



9:45 AM **Registration & Vendor Time** 10:15 AM Keynote Speaker - Jay Desiderio Sales Mastery: Navigate Buying Styles, Advanced Qualifying Questions, and Closing **Breakout Sessions (Choose one):** 11:00 AM **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 Breakout Sessions (Choose One): 3:00 PM **Group Benefits Breakout:** Maximizing Benefits: An Insurance Carrier Panel Discussion on Level Funding Medicare Breakout:

D-SNP Medicaid Panel

Cocktail Hour

4:00 PM

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#### **KEYNOTE SPEAKERS**



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.



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.

#### Contact

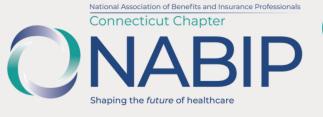
**\** 860-243-3977



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Register Online!



#### 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.



11:00 AM - 11:50 AM 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.



# Register Online at: www.NABIP-CT.org

### **Benefits & Medicare Summit**

#### **Attendee Registration Form**

Members \$50 Non-Members \$75 Name: \_\_\_\_\_ Badge Name: \_\_\_\_\_ Company: \_\_\_\_\_ City, State, Zip: \_\_\_\_\_\_\_ Email: \_\_\_\_\_ Phone: \*\*Please choose only ONE Breakout Session per time frame\*\* **Group Benefits Track -Medicare Track -**Please choose which Breakout Session #1: breakout sessions you 11:00 AM - 11:50 AM CMS Regulations & Updates Let's Talk SHOP w/ AHCT **Group Benefits Track -**Medicare Track will attend: **Breakout Session #2:** Maximizing Benefits -**D-SNP Medicaid Panel** 3:00 PM - 3:50 PM Level Funded 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 \_\_\_\_\_ MasterCard Discover Amex Visa Mail to: One Regency Dr. Fax: Suite 209 860-286-0787 Bloomfield, CT 06002

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