

2010 Annual Fall Sales Conference

as of 7/22/2010

Wednesday, September 15, 2010

- 8:45 AM **2010 Annual Golf Outing Check-In**
- 9:15 am – 4:00 pm **2010 Annual Golf Outing Shot-Gun Start**
Quit Qui Oc Golf Course
- 1:00 pm – 5:30 pm **Registration**
- 1:30 pm – 4:30 pm **Elkhart Lake Activities**
Boating Available
Road America
Aspira Spa at the Osthoff Resort
- 5:00 pm – 5:30 pm **Local Chapter meetings**
Election of 2010 Local Chapter Boards
Welcome from 2010 WAHU Executive Committee & Capitol Management
- 5:30 pm – 6:00 pm **WAHU Annual Meeting**
Fred Coan, WAHU 2010 State President
Introduction of 2011 WAHU State Board Candidates
- 6:00 p.m. – 7:15 p.m. **Exhibit Hall Grand Opening with Reception**
Sponsored by Delta Dental of Wisconsin
- 7:15 pm *On Own for Dinner: Check the WAHU Website for Great Area Restaurants!*

Thursday, September 16, 2010

- 7:30 – 9:00 am **Registration / Sign In for CE Course**
Continental Breakfast
Sponsored by
- 9:00 - 9:05 am **Welcome**
Fred Coan, 2010 WAHU President
- 9:05 - 10:45 am **MassCare AND ObamaCare – A Preview Of Things To Come**
2 Credit of CE
MassCare and ObamaCare are mirror images of each other...is that a good thing? – Mark Gaunya, Principal at Borislow Insurance in Boston, MA will provide his perspectives on MA healthcare reform and its mirror image ObamaCare. He will also share the key messages and lessons learned from the MA experience by highlighting the article he authored called, "Be careful what you wish for America" – it was the cover story for Insurance News Net in May, 2010. In this session, you will learn how MassCare is a preview of things to come so you can prepare for "life after reform."
- Speaker: Mark Gaunya, Principal, Borislow Insurance in Boston, MA*
- 10:45 - 11:15 **Break / View Exhibits**

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- 11:15 - 12:15 pm **"Hi Maureen? Irene? Darlene?"**
Never forget a face after learning the *Facial Formula* for remembering any name. You'll learn the six steps to remember first names, last names and groups of people, as well as understanding unusual names so you'll always remember. When you remember others they remember you. It pays to remember.
Speaker: Paul Mellor, President, Success Links
- 12:15 p.m. – 1:30 p.m. **WAHU Awards Luncheon**
Recognition of WAHU/NAHU Members & Corporate Sponsors
- 1:30 p.m. – 2:00 p.m. **Break / View Exhibits**
Voting of the 2011 WAHU State Board
- 2:00 p.m. – 3:00 p.m. **2010 - 2011 Wisconsin Legislation Update**
An overview of local, state, and federal races in Wisconsin. Including how you can get involved!
Speaker: WAHU Speakers
- 1 Credit of CE*
- 3:00 p.m. – 3:25 p.m. **Break/View Exhibits**
- 3:20 p.m. – 5:30 p.m. **Healthcare Today: The ins and outs of the New Agent World**
How to navigate the day to day of the agent world regulations including: tax regulations, new world of marketing and sales, and much more!
2 Credits of CE
- 5:30 - 6:30 pm **Reception by the Lakefront**
- 6:30 pm *On Own for Dinner: Check the WAHU Website for Great Area Restaurants!*

Friday, September 17, 2010

- 7:30 – 9:00 a.m. **Registration / Sign In for CE Course**
Buffet Breakfast
- 9:00 - 10:40 am **Healthcare Reform: The Insurance Company Point of View**
2 Credit of CE
Speakers: To Be Announced
- 10: 40 – 12:00 pm **Physicians in Wisconsin: Panel on the latest from the frontline**
2 Credit of CE
A panel discussion with physicians from around the state, topics of discussion include:
Transparency
Medicaid/Medicare Reimbursement
Malpractice Insurance
Payment Reform
Workforce Shortage
Healthcare Reform
Panelists:
Tim Bartholow, MD, Wisconsin Medical Society, Senior Vice President of Member Services
John W. Hartman, MD, Chief Executive Officer, Visonex
Christine Wahmhoff, MD, Medical Associates Waukesha