



We look forward to connecting with you at our first VIRTUAL NAIFA-CA State Conference 2020!

You will see we packed the agenda with great sales ideas and information so that you can add to your business and **DOMINATE YOUR DECADE** starting now!

Note, after the lunch break, we will have our statewide LEAD Meeting. The LEAD Meeting is an opportunity for the Local and Affiliate leaders around the state to come together and share ideas to level up in your community. Not a current leader? **NO PROBLEM!** We want to see you there – spend two hours with us and find out how you can lean into leadership! Can't wait to "see" you there!

**Mimie Yoon-Lee, E3 Chair, Incoming President, NAIFA-CA**

## Agenda

9:00 AM – 9:05 AM	<b>Welcome</b>
9:05 AM – 9:30 AM	<b>We Are The Champions, Keynote Speaker, Mike Robbins</b>
9:30 AM – 9:45 AM	NAIFA – Association Business
9:50 AM – 10:00 AM	<b>Once Upon a Time... Sponsored by Shane Westhoelter, Gateway Financial</b>
10:00 AM – 10:15 AM	<b>Best Practices From Your Peers, Moderated by Peter Buechler, Cohesive Insurance Services</b> <i>Ideas from your peers and what they are doing today to manage the new normal and grow your business!</i>
10:15 AM – 10:30 AM	Break
10:30 Am – 10:40 AM	<b>5 Ways To Secure Retirement, Sponsored by Homa Rassouli, Mutual Of Omaha Mortgage</b>
10:45 AM – 10:55 AM	<b>The 15 Benefits of Life Insurance, Sponsored by Chris Bor, Kansas City Life</b>
11:00 AM – 11:15 AM	Swearing In For 2021 NAIFA-CA Board Members, Mike Ables
11:20 AM – 11:30 AM	<b>The Pilgrim Story, Sponsored by Tom Peterson, Peterson's International Underwriters</b>
11:35 AM – 11:50 AM	<b>Advocacy Update Senator Brian Jones, Shari McHugh &amp; Marc Bregman</b>
11:50 AM – 12:05 PM	<b>Membership Update Michael Mares &amp; Dennis Cuccinelli</b>
12:05 PM – 12:15 PM	<b>Closing Message</b>

## LEAD Meeting

1:00 PM – 1:10 PM	<b>Opening, Mimie Yoon-Lee &amp; Tom Michel</b>
1:15 PM – 1:45 PM	<b>Leaders in Membership</b>
1:50 PM – 2:20 PM	<b>Leaders in Advocacy</b>
2:25 PM – 2:55 PM	<b>Leaders in Member Benefits</b>
2:55 PM – 3:10 PM	<b>Close</b>
4:00 PM – 4:30 PM	<b>Virtual Happy Half Hour</b> Special Guests!