



PPO 102

February 22, 2018

8:00 am – 8:30 am	Registration and Continental Breakfast
8:30 am – 8:40 am	Welcome and Overview Roy Rahn and David Chandler
8:40 am – 9:15 am	Prospecting and the Sales Cycle Jason Gonzalez
9:15 am – 10:00 am	RFP Review and Response. Dealing with Procurement. Jason Gonzalez
10:00 am – 10:10 am	Break
10:10 am – 10:45 am	Pricing New Business Mike Smidt
10:45 am – 11:30 am	Contracts, Indemnification and Deal Breakers Jaimee Wellerstein
11:30 am – 11:40 am	Break
11:40 am – 12:10 pm	Insurance Concerns for New Business Shaun Kelly
12:10 pm – 12:40 pm	Lunch Served / Break
12:40 pm – 1:30 pm	Transitioning New Business Mike Smidt
1:30 pm – 2:45 pm	Recruitment and Staffing Gary Bradley
2:45 pm – 2:55 pm	Break
2:55 pm – 3:40 pm	BSIS Regulations & Employee Files David Chandler
3:40 pm – 4:30 pm	Client Follow Up & Rate Increases Mike Smidt
4:30 pm – 5:00 pm	Closing / Q & A Session