

PPO 102

**February 22, 2018**

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| **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 CycleJason 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 BusinessMike Smidt |
| **10:45 am – 11:30 am** | Contracts, Indemnification and Deal BreakersJaimee Wellerstein |
| **11:30 am – 11:40 am**  | Break |
| **11:40 am – 12:10 pm** | Insurance Concerns for New BusinessShaun Kelly |
| **12:10 pm – 12:40 pm** | Lunch Served / Break |
| **12:40 pm – 1:30 pm** | Transitioning New BusinessMike Smidt |
| **1:30 pm – 2:45 pm** | Recruitment and StaffingGary 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 IncreasesMike Smidt |
| **4:30 pm – 5:00 pm** | Closing / Q & A Session  |