



PPO 102
April 19, 2018

8:00 am – 8:30 am	Registration and Continental Breakfast
8:30 am – 8:40 am	Welcome and Overview David Chandler and Roy Rahn
8:40 am – 10:00 am	Prospecting and the Sales Cycle. RFP Review and Response. Dealing with Procurement. Jason Gonzalez
10:00 am – 10:10 am	Break
10:10 am – 12:00 pm	Pricing New Business. Transitioning New Business. Client Follow up and Rate Increases. Mike Smidt
12:00 pm – 12:45 pm	Lunch
12:45 pm – 1:30 pm	Contracts, Indemnification and Deal Breakers Barry Bradley and Jaimee Wellerstein
1:30 pm – 1:40 pm	Break
1:40 pm – 2:40 pm	Insurance Concerns for New Business Shaun Kelly
2:40 pm – 2:50 pm	Break
2:50 pm – 3:50 pm	Recruitment and Staffing Gary Bradley and Anne Laguzza
3:50 pm – 4:00 pm	Break
4:00 pm – 5:00 pm	BSIS Regulations & Employee Files David Chandler