



## PPO 102

April 19, 2018

| 8:00 am – 8:30 am   | Registration and Continental Breakfast  |
|---------------------|---|
| 8:30 am – 8:40 am   | Welcome and Overview<br>David Chandler and Roy Rahn   |
| 8:40 am – 9:40 am   | Insurance Concerns for New Business<br>Shaun Kelly  |
| 9:40 am - 9:50 am   | Break   |
| 9:50 am – 11:50 am  | Pricing New Business. Transitioning New Business. Client Follow up and Rate Increases.<br>Mike Smidt  |
| 11:50 pm – 12:30 pm | Lunch   |
| 12:30 pm – 1:30 pm  | Prospecting and the Sales Cycle. RFP Review and Response. Dealing with Procurement.<br>Jason Gonzalez |
| 1:30 pm – 1:35 pm   | Break   |
| 1:35 pm – 2:40 pm   | Recruitment and Staffing<br>Gary Bradley and Anne Laguzza   |
| 2:40 pm – 2:50 pm   | Break   |
| 2:50 pm – 4:00 pm   | Contracts, Indemnification and Deal Breakers<br>Barry Bradley   |
| 4:00 pm – 4:10 pm   | Break   |
| 4:10 pm – 5:00 pm   | BSIS Regulations & Employee Files<br>David Chandler   |