



## 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 – 9:40 am	Insurance Concerns for New Business 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. Mike Smidt
11:50 pm – 12:30 pm	Lunch
12:30 pm – 1:25 pm	Contracts, Indemnification and Deal Breakers Barry Bradley
1:25 pm – 1:35 pm	Break
1:35 pm – 2:40 pm	Recruitment and Staffing Gary Bradley and Anne Laguzza
2:40 pm – 2:50 pm	Break
2:50 pm – 4:00 pm	Prospecting and the Sales Cycle. RFP Review and Response. Dealing with Procurement. Jason Gonzalez
4:00 pm – 4:10 pm	Break
4:10 pm – 5:00 pm	BSIS Regulations & Employee Files David Chandler