

8:00am

Check-in, Lite Breakfast Items

8:30am
Auditorium

Welcome & Opening Session: **Medicare Agent Compensation: What Happened, Where We Are, & What's Next**

Hear directly from participating carrier representatives as they discuss the factors that led to recent Medicare agent compensation changes, provide insight into the decisions that were made, answer common questions, & share their perspectives on what agents should know moving forward. Participating carriers include: Blue Cross Blue Shield, Bryan Health Connect, Devoted, Humana, Medica & United HealthCare

9:30am
Auditorium
1 HOUR OF CE

General Session: **Disruption in the Medicare Space & the Importance of Advocacy** (Dwane McFerrin, Senior Market Sales)

Hear from NABIP Medicare Working Group Chairman Dwane McFerrin as he provides an update on the current landscape for Medicare Part D, Medicare Advantage, and Medigap products. Learn about the advocacy efforts currently underway and discover how active advocacy helps protect your business, supports agents, and shapes the future of the Medicare market.

10:30am
Banquet Hall

Break with the Sponsors

11:00am

Room A: Cross-Selling & the Importance of Ancillary (Hunter Gordy, United National Life) – *Learn practical strategies for incorporating ancillary products into your Medicare business to better serve clients & improve retention. This session highlights Dental Shield 2.0 & Home Health Care Shield as solutions for addressing common coverage gaps*

Room B: High Level Overview of the Ancillary Products Portfolio with ManhattanLife (Jason Yoo, ManhattanLife) – *Explore ManhattanLife's ancillary product portfolio and learn how these solutions can complement your Medicare business and provide more comprehensive client protection.*

11:30am

Room A: Selling with HealthSpring (Doug Bradt, HealthSpring) – *Learn strategies for growing your Medicare business by leveraging HealthSpring's products, resources, & sales support.*

Room B: The High-Deductible G Solution with Ancillary (SIM, Premier & WMA)

12:00pm
Banquet Hall

Lunch with Sponsors

1:00pm
Auditorium

2027 Medicare First Look: Carrier Product Preview Session One

Hear from participating carriers as they share early insights into 2027 Medicare products, plan offerings, and market updates—all in one convenient session designed to help you prepare for the upcoming enrollment season. Participating carriers include: Aetna, Cigna/HealthSpring, Humana & Medica

Room A: **Doing Business with Humana** (Chelsea Miller, Humana) – *Deeper dive into Humana 2027*

2:00pm

Room B: **Learn How & Why to Sell the #1 Selling Hospital Indemnity in the USA** (Michael Gende, GTL) – *GTL's Advantage Plus Elite (including Precision Care Cancer with Genomic Sequencing)! Along with other motivational tips and techniques to become even better than you are today!*

Room A: **Med Supp, HIP, Dental, etc** (Trisha Main, Mutual of Omaha)

2:30pm

Room B: **2027 Aetna MA/MAPD First Looks** (Claire Knust, Aetna MA) – *Strong, steady, ready: That's our approach for 2027. See how we're delivering stability, choice & support for members—and helping broker partners serve them with confidence.*

Room A: **Protect the Gaps: Bankers Fidelity Cancer/Heart/Stroke and Hospital Indemnity Solutions** (Ryan McMillan, Bankers Fidelity) – *Learn how cancer, heart/stroke, & hospital indemnity products can help fill coverage gaps & provide clients with greater financial protection beyond Medicare.*

3:00pm

Room B: **Devoted** (Justin Leapley, Devoted)

3:30pm

Break with Sponsors

Room A: **Changes to Medicare Premium Landscape** (Doug Hoops, Physicians Mutual) – *Explore current trends affecting the Medicare Supplement (Medigap) market, including pricing strategies, market growth, and long-term rate stability. Learn how these factors influence carrier performance, consumer confidence, and your ability to build lasting client relationships.*

4:00pm

1 HOUR OF CE

Room B: **Health to Wealth: Connecting Medicare Planning with Retirement Protection** (Nick Elbert, OCI) – *Explore how Medicare planning can open the door to broader retirement conversations, including healthcare costs, longevity, income protection, and financial security. Learn how to identify common client concerns and provide education while remaining within the scope of your professional role.*

JOIN US FOR AN AFTERPARTY!
TUESDAY, AUGUST 25
5:45 PM - GATE 25 BAR & RESTAURANT
300 CANOPY STREET, #140
LINCOLN, NE

Sponsored by:
FMO'S OF NEBRASKA

Join us Tuesday evening for an opportunity to connect with fellow agents, carrier representatives, & industry partners. Enjoy **complimentary hors d'oeuvres** & a **hosted bar** available during a portion of the evening. There will also be **music bingo & a DJ** throughout the evening! Take advantage of additional networking in a relaxed setting. We are also working to provide **shuttle transportation** between The Scarlet Hotel & Gate 25. Please check the registration desk for shuttle information.

8:30am

Check-in, Lite Breakfast Items, Network with Sponsors

9:00am
Auditorium

Opening Session: **What Medicare Won't Cover & Why Your Clients are Counting on You to Catch It** (Josh Karasow, Aegis Financial) – *There's one risk most Medicare plans leave wide open: custodial care. For a married couple, the odds one of them needs it are 91%. The cost tops \$80,000 a year. Medicare covers next to nothing. This session shows you where that gap sits in the book you already have, how to open the conversation, and how to solve it.*

Medicare Regulatory Updates: Navigating a Changing Landscape (Todd Brauch, Senior Insurance Marketing) – *Explore recent Medicare regulatory and policy developments and their impact on the Medicare marketplace. Gain practical insights to help you adapt your business and better serve your clients.*

9:45am
Banquet Hall

Break with the Sponsors

10:00am
Auditorium

2027 Medicare First Look: Carrier Product Preview Session Two

Hear from participating carriers as they share early insights into 2027 Medicare products, plan offerings, and market updates—all in one convenient session designed to help you prepare for the upcoming enrollment season. Participating carriers include: Blue Cross Blue Shield, Devoted, Bryan Health Connect & United Health Care

11:00am
1 HOUR OF CE

Room A: Updates on Medicare Fraud & Abuse from NE DOI (Jonathan Burlison, NE Dept of Insurance) – *Hear from the Nebraska Department of Insurance about current Medicare fraud and abuse issues, warning signs to watch for, and best practices for helping protect consumers from fraud.*

Room B: State of the Medicare Industry (Jared Strock, Telos Actuarial) – *Gain a current overview of Medicare market trends, challenges, & opportunities to better inform client advice & integrate healthcare planning into retirement strategies.*

12:00pm
Banquet Hall

Lunch with Sponsors – please join us to end the conference by having lunch and thanking all of our generous supporters for this event!

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