



Virtual Meeting One Hundred and Fifteen

The Life & Health Compliance Association is inviting all Insurance Compliance Professionals to our next meeting, which will be held virtually via Zoom on October 21-22, 2020. This meeting will be hosted by the Life and Health Compliance Association Executive Committee.

Registration for the meeting is \$100. Registration fee checks must be postmarked by October 12th or online via credit card through October 20th. Any registration questions that apply to an in-person meeting, such as golf, special meals and bringing a laptop should be left blank.

A Zoom meeting invitation will be emailed to registrants prior to the meeting. The invitation will contain a link enabling registrants to login. The meeting is restricted to registered participants. Non-registrants will be removed from the meeting.

Due to the virtual environment we are going handle the question and answer sessions slightly differently. Please submit all questions through the website by the end of the day on October 9th. We will provide the submitted questions to all registrants on Monday, October 12th. Your answers to the questions should be provided to George Cash at George.Cash@protective.com by the end of the day on October 16th. The moderator of each session will provide your answers to the entire group. There will be time provided for additional answers and/or discussion to each question.

Please see the following agenda for speakers, topics for sessions and times.

If you have any questions about the meeting, please contact:

Vera Ray
513-412-2719
Email: vray@gaig.com



115th Life and Health Compliance Association Virtual Meeting - Fall 2020

AGENDA AT A GLANCE

Note: All times are Eastern Standard Time

TIME	DESCRIPTION
WEDNESDAY – OCTOBER 21	
12 noon – 12:15 pm	<p><u>General Session</u></p> <ul style="list-style-type: none"> • Welcome – Vera Ray – General American Insurance Group and Ky Lewis - ACLI • Anti-Trust Statement – George Cash, Protective Life Insurance Company
12:15 pm – 1:00 pm	<p><u>Regulator Panel</u></p> <ul style="list-style-type: none"> • Jim Walker – Florida • Wes Trexler - Idaho
1:00 pm – 1 ;45 pm	<p><u>How to Conduct Business During a Pandemic</u></p> <ul style="list-style-type: none"> • George Cash – Protective Life Insurance Company
1:45 pm – 2:30 pm	<p><u>Suitability Model</u></p> <ul style="list-style-type: none"> • Patrick Reader, ACLI
2:30 pm – 3:15 pm	<p><u>Hybrid Long Term Care/Life Products – Panel Discussion</u></p> <ul style="list-style-type: none"> • Becky McElduff, Director of Product Operations & Chief Counsel, IIPRC • Mark Wessel, Brighthouse Life Insurance Company • Kim Martin, Lincoln Financial Group
3:15 pm – 4:00 pm	<p><u>Q & A General Session</u></p> <ul style="list-style-type: none"> • Questions previously submitted and distributed to attendees.
THURSDAY – OCTOBER 22	
12 noon – 12:15 pm	<p><u>General Session</u></p> <ul style="list-style-type: none"> ▪ Executive Committee Report - Vera Ray ▪ Future Hosts Report – Fred Alvarado
12:15 pm – 1:15 pm	<p><u>Round Table Discussion – Compliance Hot Topics</u></p> <ul style="list-style-type: none"> • ACLI
1:15 pm – 2:15 pm	<p><u>Interstate Insurance Compact – New Developments</u></p> <ul style="list-style-type: none"> • Becky McElduff, Director of Product Operations & Chief Counsel, IIPRC • Karen Givens, Senior Product Reviewer & Manager, IIPRC
2:15 pm – 3:00 pm	<p><u>Reflexive Applications</u></p> <ul style="list-style-type: none"> • Dave Micelli, - Equitable • Suzanne Seay – Currin Compliance • Andrew Hill –Protective Life Insurance Company
3:00 pm – 4:00pm	<p><u>Q & A General Session</u></p> <ul style="list-style-type: none"> • Questions previously submitted and distributed to attendees.