

TOGETHER, FOR A *Brighter* FUTURE



REGISTRATION

NJAHU CONFERENCE 2017
BALLY'S ATLANTIC CITY HOTEL & CASINO
MAY 15-17, 2017

A PACKED EXHIBIT HALL, INDUSTRY NETWORKING OPPORTUNITIES, TIMELY CE COURSES, EXCITING SPEAKERS, BREAKOUT SESSIONS AND PRIZES, THE NJAHU CONFERENCE IS LOADED WITH EVERYTHING YOU NEED TO WORK **TOGETHER FOR A BRIGHTER FUTURE!**



This year's NJAHU Conference is packed with opportunities to network with customers, colleagues and suppliers. It all starts with the annual NJAHU Golf Outing at Seaview Dolce on Monday, May 15.

New! Professional Development and CE Sessions will start on Monday at 11 with a professional development course taught by Michael Lujan of Limelight. This will be followed by CEs, including Ethics, which will be held from 12:30-3. Don't miss the inaugural "Legislation, Laughs and Libations," an animated roundtable discussion with experts in insurance from 4-5:30 p.m. Have a drink on us and kick off the conference.

Then visit the Exhibit Hall for our Welcome Cocktail Reception and a preview of the latest in products, services and programs from leading suppliers.

Tuesday, May 16 will be action packed beginning with our general session honoring award winners. Our keynote speaker is Steve Adubato, Jr., Ph.D., an Emmy Award-winning anchor, author and motivational speaker.

After our morning speakers, Attend breakout sessions with sponsors Horizon, Create and AmeriHealth. The exhibit hall will then be open for lunch for plenty of opportunities to visit your favorite vendors, meet some new ones, and win prizes. Don't miss the surprise Grand Prize drawing at 3:15! Then CE Sessions are followed by the 4th annual Wellness 5K Run/Walk at the Bally's Boardwalk at 5:45. Prizes will be awarded!

Don't miss Tuesday evening's encore of the NJAHU Lounge. Be our VIP Guest for a fun evening of music, food, drinks and entertainment. You won't want to miss the best Dueling Pianos show you've ever seen! Get ready to laugh, sing and have some fun!

It all wraps up on Wednesday, May 17 with a grab 'n' go breakfast on us! No registration required!

DATES TO NOTE ON YOUR CALENDAR:

Three weeks prior: Monday, April 17,
2017 Hotel Reservation Deadline

Three weeks prior: Monday, April 17,
2017 Early Bird Registration Deadline

Two weeks prior: Monday, May 1,
2017 Cancellation Deadline



Keynote Speaker: Steve Adubato, Jr., Ph.D.

Steve Adubato, Jr., Ph.D., enjoys a distinguished career as a broadcaster, author, syndicated columnist, distinguished university professor, lecturer and motivational speaker. A trainer and coach in the areas of leadership and communication skills, Steve also served in the mid 1980's as New Jersey's youngest state legislator at the age of 26.

Steve currently anchors three television series produced by the Caucus Educational Corporation (CEC) — Caucus: New Jersey, an Emmy Award-winning public affairs series; New Jersey Capitol Report, a weekly program covering New Jersey's most pressing policy issues; and One-on-One with Steve Adubato, the nightly series that brings viewers in-depth interviews with some of the region's most compelling personalities, including artists, authors, academics, media personalities, health experts and sports icons. Steve has also anchored many high-profile television specials including an exclusive, live primetime interview with Governor Chris Christie and a primetime special with US Senators, Bob Menendez and Cory Booker.

Steve has been the recipient of four prestigious Emmy Awards for his work on public television. In 1995, 2000 and again in 2001, the Mid-Atlantic Chapter of the National Academy of Television Arts and Sciences presented Steve with Emmy Awards in the category of "Best Host."

Steve has been named as one of New Jersey's "Power 100" — New Jersey's 100 most influential people — by PolitickerNJ. In addition, *New Jersey Monthly* magazine named Steve one of the top five most powerful media figures in the state, as one of the "50 Most Interesting People in New Jersey," and as one of the "25 Most Influential People in New Jersey."

NJAHU CONFERENCE INFORMATION

REGISTRATION INFORMATION:

» *Included in your two-day registration is access to all Professional Development and Continuing Education Sessions and both sessions in the Exhibit Hall. Also included are Monday's Lunch and Welcome Cocktail Reception, Tuesday's Breakfast, Lunch, Coffee Break, Cocktails and Dinner at the NJAHU Lounge, plus Grab 'n' Go Breakfast on Wednesday.*

The Golf Outing is not included in your conference registration.

» *One-Day Tuesday Registration includes Tuesday Breakfast, Lunch, access to the Exhibit Hall, a Coffee Break and admission to the NJAHU Lounge.*

» *Golf Registration includes breakfast and a BBQ Lunch on Monday, May 15.*

EARLY BIRD REGISTRATION DEADLINE IS MONDAY, APRIL 17, 2017.

MEMBERS:	EARLY REGISTRATION (Before 4/17)	AFTER 4/17
Two-Day Full Conference Registration (Mon & Tues)	\$120	\$150
One-Day Conference Registration (Tuesday, May 16, 2017) Includes the NJAHU Lounge	\$90	\$120
First Timers Three-day only	\$50	\$80
Wednesday Breakfast Grab 'n' Go	FREE	FREE
NON-MEMBERS - JOIN NJAHU & SAVE \$75:		
Two-Day Full Conference Registration (Mon & Tues)	\$160	\$190
One-Day Conference Registration (Tuesday, May 16, 2017) Includes the NJAHU Lounge	\$130	\$160
First Timers Three-day only	\$90	\$120
Wednesday Breakfast Grab 'n' Go	FREE	FREE

FIRST TIMERS RECEIVE \$70 OFF THREE-DAY REGISTRATION! CALL 908-349-0789 TO RECEIVE THIS SPECIAL RATE!

CANCELLATION POLICY:

Cancellations must be received in writing either via email to info@njahu.org or by fax to 908-292-1177. Cancellations received by Monday, May 1, 2017 will receive a full refund. Cancellations received after Monday, May 1, 2017 will not be eligible for refunds, however your registration is transferrable and you may send someone in your place. Please note that if you cancel your conference registration, it does not constitute cancellation of your hotel reservation. That is your responsibility.

HOTEL INFORMATION:

Bally's Hotel and Casino 1900 Pacific Avenue Atlantic City, NJ 08401

OR Caesars Atlantic City 2100 Pacific Ave, Atlantic City, NJ 08401

We are pleased to offer the following special rates for this conference from Sunday, May 14 – Wednesday, May 17, 2017. All Rooms Single/Double Occupancy. Please request the group rate for NJ Health & Life Underwriters Association. In-room wifi is included in your rate.

Bally's Hotel and Casino: \$79 – code SB05HU7 / Caesars Atlantic City: \$89 – code SC05HU7

Contact hotel for suite information. Hotel room rates are subject to applicable state and local taxes in effect at the time of check-in. Valet parking is available at the main entrance of Bally's or Caesars at a cost of \$10/day for hotel guests. Self-Parking is also available at a cost of \$5/day for hotel guests.

Deadline for the group room rate is Monday, April 17 based on availability in the room block. **Reservations can be made directly with Bally's or Caesars by calling 888-516-2215.**

AGENDA

OVERALL CONFERENCE SPONSOR

Monday, May 15, 2017

Activities held at Bally's Casino and Hotel/Seaview Dolce

- 7 am – 3 pm** Golf Outing at the Seaview Dolce Golf Course – **Sponsored by United Healthcare of NJ**
» **Breakfast sponsored by BenefitMall** » **Giveaways sponsored by Cigna**
» **Lunch sponsored by Aetna** » **Golf Beverage Carts sponsored by Emerson Reid**
- 10:30 am - 8 pm** Conference Registration is Open – **Sponsored by Create**
- 11 am - Noon** **Professional Development Session: **Receive a voucher for a Free Online 2 Credit CE, provided by Net Study, when you attend this session**
• Strategies to Change Your Game to Compete in a New Benefits World
- Speaker: **Michael Lujan** of Limelight
- Noon - 6 pm** Vendor Set-up
- Noon - 12:30 pm** Break for lunch – box lunch will be provided
- 12:30 pm - 3 pm** **CE Course Session #1:** (two or three credits each) – **Sponsored by Savoy Associates**, Overall Education Sponsor
• Understanding PEOs, NJ, NY, PA approved (2 credits: 12:30-2:10 pm)
- Speaker: **Lauren Heffernan**
• Health Care 2018, NJ, NY, PA approved (2 credits: 12:30-2:10 pm)
- Speaker: **Joan Fusco**
• Ethics Impact on the future of healthcare delivery, NJ approved (3 credits: 12:30-3 pm)
- Speaker: **Steve Honig**
- 3 pm - 4 pm** Break
- 4 pm - 5:30 pm** **Legislation, Laughs and Libations** – Have a drink on us and join this animated discussion hosted by **Frank Petrulla** of Walsh Benefits. Participants: **Steve Honig** of O.C.A. Benefit Services, **Joan Fusco** of Savoy Associates, **Dave Mordo** of Slattery GA and **Scott Wham** of Kistler Tiffany
- 5:30 pm - 6 pm** NJAHU House of Delegates Meeting
- 6 pm - 8 pm** Cocktail Reception (*Open Bar*) in the Exhibit Hall – **Sponsored by SlatteryGA**, a division of AJ Gallagher
- 8 pm** **Open Evening** – Private Carrier Dinner/Events are encouraged for this evening and not during Tuesday Night's NJAHU Lounge. Access to private hospitality suites by invitation only.
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Tuesday, May 16, 2017

Activities held at Bally's Casino and Hotel

- 7 am – 6 pm** Conference Registration is Open – **Sponsored by Create**
- 7:30 am – 9 am** Breakfast – **Sponsored by Altomare Financial Group**
- 9 am – 11:30 am** General Session, Featured Speakers and Awards
» **Keynote Speaker: Steve Aduato, Jr., Ph.D.**
» **Presentation of prestigious NJAHU Awards**
- 11:15 am - Noon** Breakout sessions with sponsors – **Sponsored by Kistler Tiffany Benefits**
» **Horizon** » **Create** » **AmeriHealth**
Breakout sessions are not CE Courses. No credits are offered.
- Noon - 3:30 pm** Exhibit Hall Open
- Noon - 2 pm** Lunch with Exhibitors – **Sponsored by Martin Insurance**
- 3:15 pm** **Grand Prize Raffle Drawing** – This will be our best giveaway ever! Must be present to win.

AGENDA

HORIZON BLUE CROSS BLUE SHIELD

3:30 pm - 5:30 pm **CE Course Session #2:** (two credits each) – **Sponsored by Savoy Associates**, Overall Education Sponsor

- Baby Boomers: NJ, NY, PA approved
 - Speakers: **John Selby & Colin Scheifler**
- Use of Technology for Better Decision Making: NJ, NY, PA approved
 - Speaker: **Colleen Patterson**
- Capping the Employer Exclusion, NJ, NY, PA approved
 - Speaker: **Chris Vanderwolk**

5:45 pm - 6:30 pm 4th Annual 5K Wellness Torch Run/Walk – **Sponsored by O.C.A. Benefit Services**

7 pm - 10 pm

Please be our VIP Guest at the encore presentation of the NJAHU Lounge featuring music, food, drinks and entertainment. Featuring Dueling Pianos by Shake Rattle and Roll! Get ready to laugh, sing and have some fun!

» **Overall NJAHU Lounge Sponsor – Affiliated Physicians & Employers Health Plan, Powered by QualCare**

» **Cocktails Sponsored by FNA**

Wednesday, May 17, 2017

Activities held at Bally's Casino and Hotel

7:30 am – 10 am Grab 'n' Go Breakfast

NJAHU Conference Sponsors (as of March 1)

The NJAHU Conference would like to recognize and thank the following companies for their sponsorships. We welcome additional companies who would like to support NJAHU in any way. Please note that as a conference sponsor you receive an exhibit booth and other benefits. Please contact the NJAHU office at info@njahu.org or 908-349-0789 for sponsorship or other exhibitor opportunities.

Platinum Sponsor

» Overall Conference: **Horizon Blue Cross Blue Shield of NJ**

Diamond Sponsor

» Registration Desk: **Create**

Emerald Sponsor

» Overall Golf: **UnitedHealthcare**

Titanium Sponsors

» Name Badge: **AmeriHealth**

» Overall Education: **Savoy Associates**

Gold Sponsor

» Overall NJAHU Lounge: **Affiliated Physicians & Employers Health Plan, Powered by QualCare**

Silver Sponsors

» Golf Beverage Cart: **Emerson Reid**

» 5K Torch Run/Walk: **O.C.A. Benefit Services**

» Welcome Cocktail Reception: **Slattery GA,**
A division of Bollinger

» NJAHU Lounge Cocktails: **FNA**

» Overall Golf Prizes: **Professional Group Plans**

» Tuesday Lunch: **Martin Insurance**

Bronze Sponsors

» Golf Breakfast: **BenefitMall**

» Tuesday Breakfast: **Altomare Financial Group**

» Breakout Sessions: **Kistler Tiffany Benefits**

» Multimedia: **Nippon Life Benefits**

» Golf BBQ Lunch: **Aetna**

» Golf Giveaway: **Cigna**

» Shoe Shine: **Professional Group Plans**

» Bingo Card: **AGA, Inc.**

Monday, May 15, 2017

Location: The Seaview Dolce, 401 South New York Road, Galloway, NJ 08205 | Phone: 609-652-1800

- 7 am Golf Registration
- 7:30 am Continental Breakfast
- 7 am – 9 am Onsite Massage specialist available at Seaview Dolce
- 9 am Tee Time at both the Bay and Pines Golf Courses
- 2 pm – 4 pm BBQ Lunch

REGISTRATION INFORMATION: Greens fees include Breakfast and BBQ Lunch

Save \$60 by registering early at www.njahu.org

NJAHU Members must log in to receive the member discount. Don't know your login? Email info@njahu.org for assistance.



	EARLY BIRD REGISTRATION <i>Before 4/17/17</i>	AFTER <i>4/17/17</i>
MEMBERS:		
Individual Player	\$195	\$255
Foursome	\$700	\$940
NON-MEMBERS:		
Individual Player	\$270	\$330
Foursome	\$1,000	\$1,240

GOLF SPONSORS (AS OF MARCH 1)

Sponsorships Still Available! The NJAHU conference would like to recognize and thank the following companies for their golf sponsorships. We welcome additional companies who would like to support NJAHU in any way. Please contact the office at info@njahu.org or 908-349-0789 for sponsorship opportunities.

Overall Golf Sponsor » *UnitedHealthcare*

Breakfast Sponsor » *BenefitMall*

Golf BBQ Sponsor » *Aetna*

Golf Giveaway Sponsor » *Cigna*

Beverage Cart Sponsor » *Emerson Reid*



PLAN NOW TO BE A PART OF THE 2017 NJAHU CONFERENCE. CONTACT THE NJAHU OFFICE WITH QUESTIONS AT [INFO@NJAHU.ORG](mailto:info@njahu.org) OR 908-349-0789.

REGISTRATION IS ONLINE!

NJAHU Members must log in to receive the member discount.

Don't know your login? Email info@njahu.org for assistance.

First timers please call 908-349-0789 to receive \$70 off three-day registration.

Members of other NAHU Chapters, please call for the member rate. Please follow these instructions to register. You have a choice to pay by credit card, or receive an invoice to pay later by check.

How to Register:

1. To register for the conference - attendees and exhibitors, visit www.njahu.org - **click NJAHU Conference 2017** in the Quick links.
To register for golf, visit www.njahu.org/www.njahu.org – **click NJAHU Golf 2017** in the Quick Links.
2. **Click Register Now.**
3. **NJAHU Members must log in to receive the member rate.** Your login ID is the email address that NJAHU uses to contact you. You may reset your password if you forgot it. Non-members may proceed as a guest.
4. **NJAHU MEMBERS** – your contact information will default. All others, please enter your contact information and **click Continue.**
5. Choose the ticket you wish to purchase: one-day, three-day registration, or NJAHU dinner guest. For Golf, choose an individual ticket or a foursome.
6. Enter the name of the attendee you are registering for, if it is not for yourself. Otherwise, confirm your information and **click Add. You may add multiple attendees on one order.**
7. When you have finished adding tickets, **click Continue.**
8. Confirm your registration information and then **click Continue.**
9. **PAYMENT:** If you will be paying by credit card, enter your credit card information here and **click Continue.** If you need to receive an invoice to submit to your company, **click Bypass Payment now.**
10. **RECEIPT:** If you have paid by credit card, you will automatically receive a receipt by email. If you have bypassed payment, you will receive an invoice by email. You can then mail a check to **NJAHU, 45 Academy Street, Suite 501, Newark, NJ 07102.**

A PACKED EXHIBIT HALL, INDUSTRY NETWORKING OPPORTUNITIES, TIMELY CE COURSES, EXCITING SPEAKERS AND BREAKOUT SESSIONS. JOIN US FOR LIVE ENTERTAINMENT AT THE NJAHU LOUNGE! YOU WON'T WANT TO MISS THIS DUELING PIANOS SHOW – GET READY TO LAUGH AND SING ALONG!

4th Annual Wellness event – 5K Torch Run/Walk at 5:45pm on Tuesday. Email us at info@njahu.org with the subject – **Let's Run Together!** Please include with your t-shirt size. The first 40 people to register get a free t-shirt and a free gift. \$20 fee after that. Prizes will be awarded!

What's New at NJAHU 2017!

- » Two-day format! Monday starts with Professional Development and CEs including Ethics.
- » Monday afternoon Legislation, Laughs and Libations – join the experts for this animated roundtable.
 - » Lower hotel room rates! Just \$79 at Bally's and \$89 at Caesars!
 - » Raffle Drawings in the exhibit hall will be bigger and better than ever!



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Visit www.njahu.org and click on NJAHU 2017 Conference!

REGISTER ONLINE TODAY!

MAY 15-17, 2017
Bally's Hotel and Casino, Atlantic City, NJ

NEW JERSEY ASSOCIATION OF HEALTH UNDERWRITERS ANNUAL SALES CONFERENCE & EXHIBITION

REGISTER EARLY AND SAVE \$30!

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