

NJAHU Conference 2018

LET'S DIVE IN!



REGISTRATION

Harrah's Resort, Atlantic City
May 7-9, 2018

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 – SO **LET'S DIVE IN!**



Keynote Speaker: Steven Brill

Steven Brill is the author of “America’s Bitter Pill: Money, Politics, Backroom Deals, and the Fight to Fix Our Broken Healthcare System.”

This acclaimed book sheds light on the Affordable Care Act (Obamacare): how it was written, how it is being implemented, and most importantly, how it is changing (and failing to change) rampant abuses in American healthcare. It’s a fly-on-the-wall account of the titanic fight to pass a 961-page law aimed at fixing America’s largest, most dysfunctional industry.

Mr. Brill is a professor of journalism at Yale University and the founder of the Yale Journalism Initiative, which recruits and trains journalists. He is also well-known for founding Court TV and “The American Lawyer.” His other books are “After: How America Confronted the September 12 Era,” “Class Warfare: Inside the Fight to Fix America’s Schools,” and “The Teamsters.”

DATES TO NOTE ON YOUR CALENDAR:

Monday, April 9, 2018:
Hotel Reservation Deadline

Monday, April 9, 2018:
2018 Early Bird Registration Deadline

Two weeks prior (April 23, 2018):
2018 Cancellation Deadline



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 7.

CE Sessions will start on Monday with Ethics, which will be held from 11-2. From 12-4, we will have an exciting array of professional development and CE Courses that will leave you ready to dive in to your business!

Don’t miss the return of “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 8 will be action-packed beginning with our general session honoring Lou Mattei and NJAHU award winners and featuring our carrier partners discussing their latest in products and services. Thank you to Horizon BCBSNJ, UnitedHealthCare, Oscar Insurance and AmeriHealth for participating in our morning session.

Our keynote speaker is **Steven Brill**, the author of *America’s Bitter Pill: Money, Politics, Backroom Deals, and the Fight to Fix Our Broken Healthcare System*.

After our morning speakers, 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. This is a valuable chance to meet with the best and the brightest in the industry!

Then two more CE Sessions are followed by the 5th annual Wellness program at 5:45. Prizes will be awarded!

Don’t miss Tuesday evening’s return of the NJAHU Lounge at the fabulous world-famous Harrah’s Pool. Be our VIP Guest for a fun evening of music, food, drinks and entertainment.



It all wraps up on Wednesday, May 9 with a grab ‘n’ go breakfast on us! No registration required!

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 Breakfast on Wednesday.*
The Golf Outing is not included in your conference registration.
- *One-Day Monday Registration includes Lunch, access to the Exhibit Hall and the Welcome Cocktail Reception.*
- *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 7.*

EARLY BIRD REGISTRATION DEADLINE IS MONDAY, APRIL 9, 2018.

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

REGISTER ONLINE at www.njahu.org/NJAHU2018

Not a Member? Join NJAHU and Save \$40! • Register by April 9 and Save \$30!

MEMBERS:

Two-Day Full Conference Registration
One-Day Conference Registration
First Timers Two-day only
Wednesday Breakfast Grab 'n' Go

EARLY REGISTRATION (Before 4/9)

\$130
\$95
\$60
FREE

REGULAR (After 4/9)

\$160
\$125
\$90
FREE

NON-MEMBERS:

Two-Day Full Conference Registration
One-Day Conference Registration
First Timers Two-day only
Wednesday Breakfast Grab 'n' Go

\$170
\$135
\$100
FREE

\$200
\$165
\$130
FREE

ANNUAL NJAHU GOLF OUTING: MONDAY, MAY 7, 2018

Register online at www.njahu.org/Golf2018. Join NJAHU and save \$75! Register by April 9 and save \$60 per player!

MEMBERS:

Individual Player
Foursome

EARLY REGISTRATION (Before 4/9)

\$195
\$700

AFTER (After 4/9)

\$235
\$860

NON-MEMBERS:

Individual Player
Foursome

\$270
\$1,000

\$310
\$1,160

CANCELLATION POLICY:

Cancellations must be received in writing either via email to info@njahu.org or by fax to 908-967-5044. Cancellations received by Monday, April 23, 2018 will receive a full refund. Cancellations received after Monday, April 23, 2018 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:

Harrah's Atlantic City 777 Harrah's Boulevard, Atlantic City, NJ 08401 • Phone: 609-441-5000

We are pleased to offer a special \$89/night rate for this conference from Sunday, May 6 – Wednesday, May 9, 2018. All Rooms Single/Double Occupancy. Please request the group rate for NJ Health & Life Underwriters Association. The group code is **SH05HU8**. In-room wifi and a \$5 parking voucher are included in your rate.

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 and self-parking are available at the main entrance of Harrah's. **Reservations can be made directly with Harrah's by calling 609-441-5000**, or you may reserve your room online. Details can be found at www.njahu.org.

AGENDA

OVERALL CONFERENCE SPONSOR :

Monday, May 7, 2018

Activities held at Harrah's Atlantic City/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
- 11 am - 4 pm **Education Courses offered – Sponsored by Martin Insurance Group, Overall Education Sponsor**
- 11 am - 2 pm **CE Course Session #1:**
• The Ethics of Health Care Reform: NJ Approved (3 credits)
- Speaker: **Stephanie Colonna-Romano, Martin Insurance Group**
- 12 pm - 6 pm Vendor Set-up
- 12 pm - 12:30 pm Break for lunch - box lunch will be provided. You must present your ticket to receive lunch.
- 12 pm - 1 pm **CE Course Session #2:**
• NJ MEWA Law: NJ approved (1 credit)
- Speaker: **Steve Honig, OCA**
- 1 pm - 2 pm **CE Course Session #3:**
• ERISA - How to Prepare for a DOL or EBSA Health Plan Audit: NJ approved (1 credit)
- Speaker: **Steve Honig, OCA**
- 2 pm - 3 pm **CE Course Session #4:**
• COBRA vs. NJ State Continuation: NJ approved (1 credit)
- Speaker: **Steve Honig, OCA**
• Health Care Reform Update: NJ approved (1 credit)
- Speaker: **Stephanie Colonna-Romano, Martin Insurance Group**
• Emotional Intelligence (*this course is not approved for CE credits*)
- Speaker: **Jeff Babey, Horizon Blue Cross Blue Shield of New Jersey**
- 3 pm - 4 pm **CE Course Session #5:**
• NJ Small Group Certification: NJ approved (1 credit)
- Speaker: **Stephanie Colonna-Romano, Martin Insurance Group**
• Long Term Care Insurance: NJ approved (1 credit)
- Speaker: **Corri Campbell, Genworth Financial**
- 4 pm - 5:30 pm **Legislation, Laughs and Libations** – Have a drink on us and join this animated discussion hosted by **Joe Torella** of Hub International. Participants: **Steve Honig** of OCA, **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
- 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 8, 2018

Activities held at Harrah's Atlantic City

- 7 am – 6 pm Registration is Open
- 7:30 am – 9 am Breakfast – **Sponsored by Altomare Financial Group**
- 9 am – 12 pm General Session, Featured Speakers and Awards
» **Keynote Speaker: Steven Brill**
» **Carrier presentations by AmeriHealth, Horizon BCBSNJ, Oscar and UnitedHealthCare**
- Noon - 3:00 pm Exhibit Hall Open
- Noon - 2 pm Lunch with Exhibitors

AGENDA

HORIZON BLUE CROSS BLUE SHIELD OF NEW JERSEY

- 3 pm - 5 pm Education Courses offered – **Sponsored by Martin Insurance Group**, Overall Education Sponsor
- 3 pm - 5 pm **CE Course Session #6:**
- Marketing Session (*this course is not approved for CE credits*)
 - Speaker: **Dan Boerger, Quattro**
- 3 pm - 4 pm **CE Course Session #7:**
- Health Care Reform Update: NJ approved (1 credit)
 - Speaker: **Stephanie Colonna-Romano, Martin Insurance Group**
 - Agency Succession Planning vs. Selling (*this course is not approved for CE credits*)
 - Speaker: **Everett Shaw, B.H. Burke & Co.**
- 4 pm - 5 pm **CE Course Session #8:**
- Medicare Insurance Program: NJ approved (1 credit)
 - Speaker: **Matthew Pang, Martin Insurance Group**
 - Best Practices: Documentation and Processes (*this course is not approved for CE credits*)
 - Speaker: **Everett Shaw, B.H. Burke & Co.**
- 5:30 pm - 6:15 pm 5th Annual Wellness Event – **Sponsored by OCA**
- 7 pm - 10 pm Please be our VIP Guest at the NJAHU Lounge at the world-famous Harrah's Pool, with music, food, drinks and entertainment!
- » Overall NJAHU Lounge Sponsor – **Affiliated Physicians & Employers Health Plan**
» Cocktails Sponsored by **FNA** » Entertainment Sponsored by **Savoy Associates**
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Wednesday, May 9, 2018

Activities held at Harrah's Atlantic City

7:30 am – 9 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 New Jersey**

Diamond Sponsor

» Overall Golf: **UnitedHealthCare**

Emerald Sponsor

» Overall Exhibit Hall: **Oscar Insurance**

Titanium Sponsors

» Name Badge: **AmeriHealth**

» Overall Education: **Martin Insurance Group**

Gold Sponsors

» Overall NJAHU Lounge: **Affiliated Physicians & Employers Health Plan**

» Keynote Speaker: **Balance Point**

Silver Sponsors

» Golf Beverage Cart: **Emerson Reid**

» Wellness Event: **OCA**

» NJAHU Lounge Cocktails: **FNA**

» NJAHU Lounge Entertainment: **Savoy Associates**

Bronze Sponsors

» Golf Course Breakfast: **BenefitMall**

» Water Cooler Stations: **Kistler Tiffany Benefits**

» Shoe Shine: **Professional Group Plans**

» Golf BBQ Lunch: **Aetna**

» Golf Giveaway: **Cigna**

» Tuesday Breakfast: **Altomare Financial Group**

Monday, May 7, 2018

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 4/9/17</i>	REGULAR <i>After 4/9/17</i>
MEMBERS:		
Individual Player	\$195	\$235
Foursome	\$700	\$860
NON-MEMBERS:		
Individual Player	\$270	\$310
Foursome	\$1,000	\$1,160

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 2018 NJAHU CONFERENCE. CONTACT THE NJAHU OFFICE WITH QUESTIONS AT [INFO@NJAHU.ORG](mailto:info@njahu.org) OR 908-349-0789.

REGISTRATION IS ONLINE ONLY!

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

Members of other NAHU Chapters: please call 908-349-0789 to receive 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. First-time NJAHU Conference attendees: please call to receive the first-timer's discount.

How to Register:

1. Conference attendees and exhibitors, visit www.njahu.org - click **NJAHU Conference 2018** in the Quick links. To register for golf, visit www.njahu.org – click **NJAHU Golf 2018** 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-registration, two-day registration. For Golf, choose an individual ticket or a foursome. (First timers must call the office for the discounted rate.)
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, 312 North Avenue East, Suite 5, Cranford, NJ 07016**.

A PACKED EXHIBIT HALL, INDUSTRY NETWORKING OPPORTUNITIES, TIMELY CE COURSES, EXCITING SPEAKERS AND PRIZES. JOIN US AGAIN FOR THE THE NJAHU LOUNGE AT THE WORLD-FAMOUS HARRAH'S POOL! YOU WON'T WANT TO MISS THIS SO **LET'S DIVE IN!**

5th Annual Wellness event at 5:30pm on Tuesday. Email us at info@njahu.org with the subject – **Let's Run!** 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 2018!

- » Monday starts Ethics and offers up five CE credits. Seven total credits available!
- » New, more exciting and relevant CE course topics!
- » Lower hotel room rates! Just \$89 at Harrah's!
- » The NJAHU Lounge will take place at the world-famous Harrah's pool!



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Visit www.njahu.org and click on NJAHU 2018 Conference!

REGISTER ONLINE TODAY!

REGISTER EARLY AND SAVE \$30!

**NEW JERSEY ASSOCIATION OF HEALTH UNDERWRITERS
ANNUAL SALES CONFERENCE & EXHIBITION**

MAY 7-9, 2018

Harrah's Atlantic City, Atlantic City, NJ

**NEW JERSEY ASSOCIATION
OF HEALTH UNDERWRITERS
312 North Avenue East, Suite 5
Cranford, NJ 07016**

