



2018 LIMRA Open House
LIMRA Headquarters – 300 Day Hill Road – Windsor, CT
Day One - WEDNESDAY, JULY 11, 2018

LIMRA Cafeteria

1:00 – 1:20 p.m.

Welcome & Opening Remarks

1:20 – 1:30 p.m.

Move to Workshop Session I

1:30 – 2:15 p.m.

Workshop Session I

- 1. \$32 Trillion Market! Want a Piece of It?**
- 2. Passionate Engineering: Help Employers Build the Benefits Program of the Future**
- 3. The 2018 Insurance Barometer**

2:15 - 2:30 p.m.

LIMRA Cafeteria

2:30 – 3:15 p.m.

Workshop Session II

- 4. Annuity Buyer Trends That Will Keep You Up at Night!**
- 5. Financial Services Distribution: Separating Fact From Fiction**
- 6. Global Best Practices – Training Methodologies: Training Today**

3:15 – 3:45 p.m.

Break – LIMRA Cafeteria – Topic Tables

3:45 – 4:15 p.m.

Workshop Session III

- 7. Industry Image**
- 8. Learning and Development in Action**
- 9. Fraudsters Share Information – Shouldn't We?**

4:30 – 6:00 p.m.

Reception at LIMRA Headquarters

6:15 p.m.

First shuttle to Marriott Hotel

6:30 p.m.

Second shuttle to Marriott Hotel

2018 LIMRA Open House
LIMRA Headquarters – 300 Day Hill Road – Windsor, CT
Day Two -THURSDAY, JULY 12, 2018

7:15 a.m.	<i>First shuttle from Marriott Hotel to LIMRA Headquarters</i>
7:30 a.m.	<i>Second shuttle from Marriott Hotel to LIMRA Headquarters</i>
7:30 – 8:00 a.m.	Coffee/Continental Breakfast – LIMRA Cafeteria
8:00 – 8:20 a.m.	General Remarks
<i>8:25 – 8:30 a.m.</i>	<i>Move to Workshop IV</i>
8:30 – 9:15 a.m.	<u>Workshop Session IV</u> 10. The Purchase Funnel 11. Timing of Retirement 12. Distribution Dynamics: Where is the Momentum?
<i>9:15 – 9:30 a.m.</i>	<i>Break – LIMRA Cafeteria</i>
9:30 – 10:00 a.m.	<u>Workshop Session V</u> 13. Don't Look Down: Employees' Understanding of Benefits and Risk 14. Harnessing the Power of Data: LIMRA's New Analytics COE 15. Managing Customer Experience with Life
<i>10:00 – 10:15 a.m.</i>	<i>Break – LIMRA Cafeteria</i>
10:15 – 11:00 a.m.	<u>Workshop Session VI</u> 16. The Online Experience: Digital Behaviors of Consumers and Financial Professionals 17. Asia Consumers – Why? They're 2/3rds of the World Population 18. Individual Life Update
<i>11:00 – 11:15 a.m.</i>	<i>Break – LIMRA Cafeteria</i>
11:15 am – 12 noon	<u>Workshop Session VII</u> 19. The State of Combination Products: New Solutions to an Old Problem 20. Emerging Technologies Around the Globe 21. Income Options in Defined Contribution Retirement Plans
12 noon	Adjournment