

2022 Latin American Virtual Conference

October 4–5, 2022



Presentations

Presentations that we have received permission to share will be added to this page as we receive them.

[Opening Keynote - Prospering in a Post-COVID World](#)

Joe Jordan, Inspirational Speaker & Behavioral Finance Expert

[1A. Marketing and Digital Sales in Insurance Distribution](#)

Antonio Guzman Buscemi, Product Innovation Director, In Motion

[1B. Talent and Trust \(Attracting and Retaining Talent\)](#)

Lic. Paula Culotta, Independent consultant and Training and Personal Development Specialist

[2A. Executive Leadership Panel](#)

Claudio Correa, General Manager, Ohio National Seguros de Vida S.A.

César Rivera Wilson, General Manager, Pacifico Seguros

Carlos Eduardo Gondim, Executive Director of Life and Pensions, Porto Seguros

José S. Suquet, Chairman of the Board & CEO, Pan-American Life

[2B. Harness the Unlimited Power of LinkedIn Branding & Social Selling](#)

Terry Sullivan, Founder, BuzzPro

[3A. Reconnecting with consumers: how to maintain trusted relationships](#)

Claudia Mercedes Padrón Mercado, Director of Management and Knowledge Transfer, and Postgraduate Director in Consumer Psychology Fundación Universitaria Konrad Lorenz

[3B. The Pulse of the Latin American Life Insurance Consumer 2022](#)

Gina Castañeda, Membership and Benefits Manager, Latin America & the Caribbean, LIMRA and LOMA

Salomón Spak, Partner, McKinsey & Company

[4A. Personalizing Insurance Products with Connected Devices](#)

Christian Brisson, LATAM Business Development and Innovation Director, ReMark

Desiree Wagner, Senior Partner Success Manager, Plug and Play

Oren Nissim, CEO & Co-founder, Brook Health

Pratyay Poddar, Founder and CEO, DocMe

Rajatish Gudibande, Co-founder and CEO, GraphWear Technologies Inc.

[4B. The Mission and Source of Motivation for Insurance Agents](#)

Mauricio Fonseca Valverde, Agency Director, Grupo Nacional Provincial (GNP)

[5A. The Fundamentals of Leadership](#)

Harry Hoopis, CEO, Hoopis Performance Network

[5B. Recruiting and Developing Business Advisors](#)

Teresa Del Toro Curiel, Founding Partner, Del Toro Asesores

[Closing Keynote Speaker](#)

Ricardo Hausmann, Founder and Director, Harvard's Growth Lab & Professor of the International Political Economy at Harvard Kennedy School