



# 2023 CONFERENCE SERIES

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# 2023 Conferences at a Glance

## U.S. and Canada Conference Series

### Enrollment Technology Strategy Seminar

February 20–22, 2023  
Grand Hyatt Atlanta, Atlanta, Georgia

### Distribution Conference

March 1–3, 2023  
Hyatt Regency, Orlando, Florida

### Life Insurance and Annuity Conference

April 24–26, 2023  
The Grand America, Salt Lake City, Utah

### Workplace Benefits Conference

May 2–4, 2023  
Newport Marriott, Newport, Rhode Island

### Marketing Forum

May 17–19, 2023  
Caesars Palace, Las Vegas, Nevada

### Advanced Sales Forum

August 6–9, 2023  
The Ritz Carlton, Chicago, Illinois

### Annual Conference

October 22–24, 2023  
Gaylord National Resort, National Harbor, Maryland

### Supplemental Health, DI and LTC Conference

TBD please check our website

### Wholesaler Leadership Summit

TBD please check our website

## International Conference Series

### 2023 Strategic Issues Conference

March 15–17, 2023  
Shangri-La Hotel, Bangkok, Thailand

### 2023 Caribbean Insurance Conference

June 4–6, 2023  
Hyatt Ziva Rose Hall, Montego Bay, Jamaica

### 2023 Latin American Conference

August 15–17, 2023  
Hilton Panama, Panama City, Panama



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Nicole Chiarodo  
Sponsor/Exhibit Sales  
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# 2023 Conference Series U.S. and Canada

## Enrollment Technology Strategy Seminar

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► **FEBRUARY 20–22, 2023**  
**GRAND HYATT ATLANTA, ATLANTA, GEORGIA**

**Who Attends?** Individuals who lead workplace benefits initiatives, enrollment strategy or solutions, vendor and or exchange management, enrollment and/or benefit administration technology. All participants should be highly experienced in their field.

**Highlights:** This is an opportunity for LIMRA member insurance companies and benefits administration technology providers to participate in an open discussion on how to work together cohesively and define better outcomes. Our goal is to connect participants with peers and technology purveyors to learn, network, and share innovative ideas to help identify potential solutions to existing challenges.

## Distribution Conference

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► **MARCH 1–3, 2023**  
**HYATT REGENCY, ORLANDO, FLORIDA**

**Who Attends?** Distribution professionals involved in channel growth, productivity, and reshaping distribution for success. Attendees include heads of distribution, sales, recruiting, compensation, distribution finance, training, marketing support, and product development.

**Highlights:** This conference brings you the latest information from industry experts, business thought leaders, and top-notch distribution professionals. It examines the vital role that distribution plays among today's transformative forces and discusses strategies to successfully manage distribution through this extraordinary period of change. Enjoy the freedom to attend any of the breakout sessions across these key distribution channels — agency building, brokerage, independent, multi-line, and direct-to-consumer.



## Life Insurance and Annuity Conference

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► **APRIL 24–26, 2023**  
**THE GRAND AMERICA HOTEL, SALT LAKE CITY, UTAH**

**Who Attends?** Professionals involved in the development, operations, marketing, distribution, technology, or administration of both life insurance and annuity products.

**Highlights:** Jointly hosted by the ACLI, LIMRA and LOMA, and the Society of Actuaries, this premier conference provides life insurance and annuity professionals with rich cross-functional learning and networking opportunities around the development, operations, marketing, distribution, regulation, technology, and administration of individual life insurance and annuity products. The cross-functional nature of the event provides the opportunity to learn from and interact with those in other disciplines as well as your own. The Life Insurance and Annuity Conference will cover the important issues and identify strategies that will shape the industry's future. No other conference can offer you the depth and breadth of information that you'll find here.

To register please visit our website at: [www.limra.com/en/events/conferences](http://www.limra.com/en/events/conferences)

# 2023 Conference Series U.S. and Canada

## Workplace Benefits Conference

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► **MAY 2–4, 2023**  
**NEWPORT MARRIOTT, NEWPORT, RHODE ISLAND**

**Who Attends?** Executives and professionals responsible for the development, marketing, and distribution of group and workplace/voluntary benefits, including life, disability, critical illness, accident, and other supplemental health products, dental, vision, and healthcare plans.

**Highlights:** Gain fresh ideas and insights to successfully address short- and long-term changes in the U.S. benefits industry.

## Marketing Forum

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► **MAY 17–19, 2023**  
**CAESARS PALACE, LAS VEGAS, NEVADA**

**Who Attends?** Marketing and communications leaders and professionals from financial services organizations in the life insurance, retirement, and workplace benefits markets. Attendees represent a wide variety of marketing functions and distribution channels.

**Highlights:** Designed for insurance industry marketers, by insurance industry marketers, the Marketing Forum offers attendees the opportunity to actively engage with their peers to share best practices and discuss shared challenges in the context of the insurance space. Through a combination of compelling main stage presentations, specialized breakout sessions, interactive workshops, guided discussions, and enhanced networking opportunities, attendees gain actionable insights to employ for immediate impact in their organizations.



## Advanced Sales Forum

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► **AUGUST 6–9, 2023**  
**THE RITZ CARLTON, CHICAGO, ILLINOIS**

**Who Attends?** Advanced sales and marketing executives, estate and business planning specialists with carriers, distributors, BGAs and IMOs, CMOs, and sales officers with accountability for serving individual markets.

**Highlights:** Created by advanced sales professionals, the Forum provides advice from industry leaders with unique expertise in this segment of the financial services market. This is the only event of its kind — dedicated to improving the practice of advanced sales. Whether you are struggling to do more with less or experiencing the challenges of organizational change, attending the Forum will give you unparalleled insights from peers and actionable ideas from experts.

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# 2023 Conference Series U.S. and Canada

## Annual Conference

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► **OCTOBER 22–24, 2023**  
**GAYLORD NATIONAL RESORT, NATIONAL HARBOR, MARYLAND**

**Who Attends?** The LIMRA Annual Conference is one of the largest gatherings of executives representing diverse sectors of the financial services industry, including life, retirement, and workplace benefits. Our members and partners come together for strategic industry insights and high-level networking — a must-attend for executives.

**Highlights:** As the industry’s premier event, the LIMRA Annual Conference is recognized for the caliber of its keynote speakers and the quality of thought leadership. It offers an unparalleled forum where top leaders and executives gather to discuss the latest issues and trends facing the financial services industry today. Leave with actionable ideas and strategies that will set the direction and drive the future success of our industry.

## Supplemental Health, DI and LTC Conference

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► **TBD PLEASE CHECK OUR WEBSITE**

**Who Attends?** Professionals responsible for actuarial/product development, underwriting, claims, regulation/product filing, and/or administration of the following products (through either worksite or retail channels): accident insurance, critical illness insurance, hospital indemnity plans, and individual disability insurance or long-term care/combination products.

**Highlights:** Network with your peers and leading industry experts while gaining insight into the latest trends in supplemental health products — accident insurance, critical illness, and hospital indemnity — as well as individual disability insurance and long-term care/combination products. The cross-functional nature of this event provides the opportunity to interact with, and learn from, peer professionals in other disciplines as well as your own. With over 30 workshops and multiple general sessions, the Supplemental Health, DI, and LTC Conference will cover the important issues and identify strategies that will shape the industry’s future. No other conference can offer you the depth and breadth of information that you’ll find here.

## Wholesaler Leadership Summit

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► **TBD PLEASE CHECK OUR WEBSITE**

**Who Attends?** Individuals from LIMRA member companies that lead external wholesalers and/or internal wholesaler teams. Team leads are not eligible; you must supervise an entire sales desk team to qualify. Seating is limited.

**Highlights:** This one-of-a-kind event is uniquely designed to connect participants with peers and actionable solutions. The highly interactive format blends open discussion and dynamic presentations from thought leaders with plentiful opportunities to network, exchange ideas, meet new people, connect with peers, and more.



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# 2023 Conference Series International

## 2023 Strategic Issues Conference

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► MARCH 15–17, 2023  
SHANGRI-LA HOTEL, BANGKOK, THAILAND

**Who Attends?** This conference is designed for CEOs and senior executives at financial services and life insurance companies doing business in the Asia-Pacific.

**Highlights:** This event will examine global and regional issues to identify emerging opportunities and best practices in marketing, distribution, and corporate management. Attendees will have a unique opportunity to meet with peers, industry analysts, and regulators from throughout the APAC region, gaining new perspectives on what it takes to have continued success in today's business environment.

## 2023 Caribbean Insurance Conference

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► JUNE 4–6, 2023  
HYATT ZIVA ROSE HALL, MONTEGO BAY, JAMAICA

**Who Attends?** Over 500 delegates from 38 different countries from the insurance, financial, and business sectors, interested in conducting business throughout the Caribbean. Attendees include senior level executives, administration executives, heads of marketing, distribution, and information technology, along with top regional producers.

**Highlights:** The Annual Caribbean Insurance Conference, renowned as the premier conference for professionals in the insurance industry, provides an information sharing and collaborative forum for Caribbean insurance regulatory authorities, insurance educational institutes, actuaries, and other special groups with interest in the insurance industry in the Caribbean.

## 2023 Latin American Conference

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► AUGUST 15–17, 2023  
HILTON PANAMA, PANAMA CITY, PANAMA

**Who Attends?** The event will include strategic presentations for head office executives as well as more tactical sessions for agents and advisors conducting business Latin America.

**Highlights:** Join with other insurance leaders and executives from throughout Latin America for the region's annual flagship event discussing new strategies, technologies, and best practices for growth opportunities within existing and potential sales channels. Attendees will hear from industry experts on emerging trends and developments in marketing, distribution, and corporate management, as well as economic and regulatory issues that will impact future business in the region.



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# 2023 LIC Conference Series



LIC (Life Insurers Council) is a membership organization within LOMA that provides small-to-midsize insurance companies' senior management access to a network of peers openly sharing experiences, resources, and practical solutions to common challenges. LIC offers forums for CEOs, key functional areas, and several product lines via conferences, committee meetings, survey reports, and online communities. [www.loma.org/LIC](http://www.loma.org/LIC)

## 2023 LIC Annual Conference — Navigating Change Together

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- ▶ **FEBRUARY 1–3, 2023**  
**WYNDHAM GRAND AT HARBOURSIDE PLACE, JUPITER, FLORIDA**  
**[WWW.LOMA.ORG/LIC2023](http://WWW.LOMA.ORG/LIC2023)**

**Who Attends?** Senior-level executives from small-to-midsize life insurance companies interested in networking, education, and interactive discussions on common challenges and innovative solutions.

**Highlights:** At every level of each company, we're focusing forward on new technology, new consumer expectations and needs, and new ways of doing business. We don't need to address all this change in a vacuum — by coming together with top executives from similar small-to-midsize life companies, we can all benefit from the shared knowledge and experience. The conference will feature thought-provoking expert presenters, case studies, facilitated discussion, and networking opportunities.

## 2023 LIC Final Expense Workshop — Managing Final Expense Profitability

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- ▶ **JUNE 2023 TBD [WWW.LOMA.ORG/FINALEXPENSE](http://WWW.LOMA.ORG/FINALEXPENSE)**

**Who Attends?** Senior management from companies involved in the final expense business, including CEOs and executives in actuarial, claims, sales, marketing, operations, product line, underwriting, and legal/compliance areas.

**Highlights:** In managing small face life products, small improvements in execution can mean big increases in profitability. This annual workshop covers all areas of final expense administration, management, and marketing. The agenda includes case studies, expert presenters, facilitated discussion, and networking opportunities.

## 2023 LIC Preneed Forum — Succeeding in Preneed

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- ▶ **NOVEMBER 2023 TBD [WWW.LOMA.ORG/PRENEED](http://WWW.LOMA.ORG/PRENEED)**

**Who Attends?** All senior management executives involved in or interested in preneed should attend this one-of-a-kind networking and educational meeting.

**Highlights:** Join us for the life insurance industry's only conference dedicated to the challenges associated with marketing, administering, and managing preneed insurance. This annual forum addresses a wide range of preneed issues including actuarial, legal, marketing, branding, and customer service. The agenda features expert presenters, case studies, facilitated discussion, and networking opportunities.

To register please visit our website at: [www.loma.org/licevents](http://www.loma.org/licevents)

## About LIMRA and LOMA

As the largest trade association in the world supporting insurance and financial services, we have been serving our members for over 100 years. Serving over 700 member companies in 64 countries across the life insurance, annuity, and workplace benefits market is at the core of everything we do.

### Advancing the Financial Services Industry by Empowering Our Members With

#### KNOWLEDGE



#### INSIGHTS



#### CONNECTIONS



#### SOLUTIONS



### The Key Markets We Serve

#### LIFE INSURANCE



#### ANNUITY



#### WORKPLACE BENEFITS



#### INTERNATIONAL



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