

# 2023 NASBI Supplemental Benefits Forum

SEPTEMBER 6–8, 2023

SHERATON GRAND NASHVILLE DOWNTOWN • NASHVILLE, TENNESSEE



## GRAND OLE NASBI

### 2023 NASBI Forum Sessions @ a Glance

DAY	TITLE	SPEAKERS
<b>WEDNESDAY, September 6</b>		
11:00–11:50pm Platinum Ballroom 3/4	Hard Working (hu)Man – There’s no “AI” in Professionalism... Or is There?	Jonathan Racine, Vice President, Marketing, Canada Life
12:30–12:45pm Platinum Ballroom 3/4	* NASBI Conference Welcome	
12:45–1:00pm Platinum Ballroom 3/4	❤ Heart Wishes	
1:00–2:00pm Platinum Ballroom 3/4	Life is a Highway – The Human Side of Product Development	Christin Kuretich, VP, Supplemental Products, Voya Octavia Fuller, Director, Product Compliance, USABLE Stephanie Turgeon, Senior Product Director, MetLife Katy Whittle, Product Manager, Unum Kevin Cranston, AVP & Head of Product Development, Reliance Matrix
CONCURRENT 2:15–3:00pm Session 1 Platinum Ballroom 3/4	Achy Breaky Heart Attack and other CI Trends	Jen Howard, Principal & Actuary, Milliman, Inc. Steve Woods, SVP, Individual Health Division, Gen Re
	2:15–3:00pm Session 2 Melody Room	Welcome to the Future – Embracing APIs in Insurance
	3:15–4:00pm Platinum Ballroom 3/4	Wide Open Spaces – Product Innovation
4:15–5:00pm Platinum Ballroom 3/4	Rain is a Good Thing – Industry Rainmakers Discuss the State of the Supplemental Market	Megan Lynch, SVP, Premier Broker Partnerships, Chubb Jillian Mondaca, VP, Head of Enrollment Group Insurance, Prudential Craig Rowe, Vice President of Sales, iBTR
5:30–7:00pm SKYE	* Welcome Reception	

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	DAY	TITLE	SPEAKERS
	<b>THURSDAY, September 7</b>		
	7:30–8:45am Legislative Terrace	☀ Breakfast	
	7:30am–5:30pm Platinum Foyer	📷 Professional Headshots with Matt Andrews Photography	
	9:00–9:45am Platinum Ballroom 3/4	I Walk the Line – A Regulatory Update	Stacy Koron, Associate General Counsel & Head of Compliance, Ethos Life Taylor McKinnon, Principal & Compliance Consultant
CONCURRENT	10:00–10:45am Session 1 Platinum Ballroom 3/4	Country Roads – Navigating Trends in Accident and Hospital Indemnity Insurance	Michael Weiland, Principal & Actuary, Milliman, Inc. Ashlee Borcan, Principal & Actuary, Milliman, Inc. Melanie Robbins, Senior Actuary & Supplemental Health Team Lead, Securian
	10:00–10:45am Session 2 Melody Room	It's a Great Day to be Alive – Let's Talk About LTC	Robert Eaton, Principal & Actuary, Milliman, Inc. Annise Henson, Director, Product & Market Development, Unum Brian Borkowski, SVP of Sales, Benefit Communications, Inc.
CONCURRENT	11:00–11:45am Session 1 Platinum Ballroom 3/4	Better Together – We Have Data, Now What?	Tracy Funk, Supplemental Benefits Practice Lead, Benefits Science Technologies, a MultiPlan Company Ashley Gillihan, Partner, Alston & Bird
	11:00–11:45am Session 2 Melody Room	Life is Good Today – But What Does the Future Hold for Life Insurance?	Bill Mehilos, Principal & Actuary, Milliman, Inc. Austin Rombalski, Executive Director & Actuary, Trustmark Alex Bogdanov, Head of Group Life Pricing & Product Management, MassMutual
	11:45am–1:00pm SKYE	☀ Lunch	
	1:00–1:45pm Platinum Ballroom 3/4	The Thunder Rolls – And the Waves are Getting Bigger: Silver Tsunami Part 2	Shara Cohen, President & CEO, Carallel Evan Falchuk, CEO, Family First Lindsey Niemeier, Head of Strategy, TCARE
CONCURRENT	2:00–2:45pm Session 1 Platinum Ballroom 3/4	Islands in the Stream – Creating a Centralized Operating Effectiveness Organization	Joe Cranston, Senior Vice President, Allstate Benefits Kendie Stroede, Supplemental Health Integration Operations Lead, Cigna
	2:00–2:45pm Session 2 Melody Room	Standing Outside the Fire – Life as a Voluntary Underwriter	Jeanine Wright, Underwriting Consultant, Trustmark Jerald Martin, Senior Director of Underwriting & Implementation Services, USABLE Life Henry Trevor, Vice President, Group Underwriting, Chubb
	2:45–3:30pm Legislative Terrace	☀ Mocktail Networking Break	
CONCURRENT	3:30–4:15pm Session 1 Platinum Ballroom 3/4	What's Your Country Song – Other Supplemental Benefits: Legal, Pet Insurance and ID Theft	Stephanie Turgeon, Senior Product Director, MetLife Loi Stoddard-Graham, VP, Business Growth & Retention MetLife Legal Plans, MetLife Jeff Taylor, VP Employee Benefit Sales, Aura
	3:30–4:15pm Session 2 Melody Room	Next Thing You Know – Tail Risk: Beyond Disability and Life	Chelli Esser, AVP, Life and Supplemental Health Underwriting, Voya Dan Skwire, Principal and Actuary, Milliman, Inc.
	4:30–5:15pm Platinum Ballroom 3/4	Take This Job and Shove it! ... Oh Wait, Don't Do That!	Dan Skwire, Principal & Actuary, Milliman, Inc. Tarie Summers, Head of Supplemental Health Products, The Hartford Heather Deichler, SVP, Head of Group Product and Underwriting, Lincoln Financial Group

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DAY	TITLE	SPEAKERS
<b>FRIDAY, September 8</b>		
<b>7:30–8:45am</b> <b>Legislative Terrace</b>	★ Breakfast	
<b>9:00–9:45am</b> <b>Platinum Ballroom 3/4</b>	9 to 5 – If only that was true!	Brenna Armon, Senior Director, Digital Product, Trustmark Kendie Stroede, Supplemental Health Integration Operations Lead, Cigna
<b>10:00–10:45am</b> <b>Platinum Ballroom 3/4</b>	Always on My Mind – Mental Health Parity	Dan Jolivet, Workplace Possibilities Practice Consultant, The Standard
<b>11:00–11:45am</b> <b>Platinum Ballroom 3/4</b>	You're Still the One – Other Regulatory Topics	Beth Casey, Compliance Analyst, Milliman, Inc.
<b>11:45am–12:00pm</b> <b>Platinum Ballroom 3/4</b>	★ Closing Remarks	
<b>12:00–12:45pm</b> <b>Platinum Ballroom 3/4</b>	I Like it, I Love it, I Want Some More of it – Actuarial Roundtable	Bill Mehilos, Principal & Actuary, Milliman, Inc. Jonathan Racine, Vice President, Marketing, Canada Life Matt Fleischman, Executive Director & Actuary, Trustmark Stacey Hunter, Supplemental Benefits & Health Account Solutions Pricing, Voya



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