

The Orange County Association of Health Underwriters

Presents:

UNIVERSITY DAY

GETTING TO THE  OF THE MATTER

FEBRUARY 14, 2012

Hilton Costa Mesa • 3050 Bristol St. • Costa Mesa

7:00 a.m. to 4:00 p.m.

Featuring Key Note Speakers:

DAVID L. FEAR SR., RHU - President of Fear Corporation and Past President of NAHU
A California Perspective on Health Insurance Exchanges
(Course #259887 - 1 hr CE)



MICHAEL BELOTE, Esq. - Legislative Advocate for CAHU
A Legislative Update on California Health Care Reform

NICK RAY, CLU, RHU, ChFC, MBC - Renowned Business Coach
*More Effective Marketing:
How to Sell to Your Target Market 80% of the Time*



How to Win New Business and Draw Revenue in the New World

PLUS...

6 BREAKOUT SESSIONS & NEW FAST PACED SPEED NETWORKING!

AM Programs (Choose one)

- 1** The Brave New World of LTC Planning (CPending - 1 hr CE)
- 2** Benefits Technology: Enrollment as a Competitive Strategic Advantage
- 3** What Does the Future Hold for the Producer?

PM Programs (Choose one)

- 1** Three Ideas to Earn an Extra \$100,000 in 2012
- 2** 21st Century Networking - A Powerful Way to Get Referrals
- 3** Evolving from Good to Great as an Insurance Agent (Course #214163 - 1 hr CE)

Registration Information on Back!

