

Growing Your Business Through Supplemental Products



LIC Supplemental Products Committee Meeting

Hosted by Sydney Consulting Group | Online: Wednesday, June 23, 2021, 10 a.m. – 3 p.m. EDT | www.loma.org/LICSP

PRELIMINARY AGENDA

10:00 a.m. EDT **Welcome & Attendee Introductions**

Bill Bade, FSA, MAAA, Consultant, Sydney Consulting Group
Jeff Shaw, CLU, ChFC, Executive Director, LIC

Please Review: [Antitrust Policy](#)

10:45 a.m. **Supplemental Products: New Products & Benefits Review**

Bill Bade, FSA, MAAA, Consultant, Sydney Consulting Group

11:30 a.m. **Regulatory Update**

Stacy Koron, FLMI, CLU, Principal & Compliance Consultant, Milliman

12:00 p.m. **Break**

1:00 p.m. **Supplemental Products Case Study: 5Star Life**

Sal Campanile, VP Worksite Voluntary Benefits & Group Sales, 5Star Life

1:45 p.m. **Novarica Worksite Survey Data**

Nancy Casbarro, Vice President, Research & Consulting, Novarica

2:15 p.m. **Facilitated Discussion: What's On Your Mind?**

Find out what others are doing, what's working and what isn't, and discuss common challenges and solutions. Participants set the agenda, such as these topics from our last meeting:

- 2020 Sales & Impact of Coronavirus Pandemic
- Technology for Enrollment and Claims Adjudication
- Regulatory Changes, Actuarial Update on Implementation Dates
- 2021 Expectations

3:00 p.m. **Adjourn**

SPONSORED BY

