

LIC ANNUITY COMMITTEE

Shared Strategies and Insights for Success in the Annuity Marketplace



LIC Annuity Committee Meeting

Hosted by GCU | Seven Oaks Country Club, Beaver, PA | October 7 – 8, 2026

AGENDA

[Register Here](#)

Wednesday, October 7, 2026

- 2:00 p.m. **Opening Remarks**
Jeremy Stephenson, President/CEO, GCU; Dean Lambert, Executive Director, LIC
- 2:15 p.m. **Attendee Introductions/Company News**
What are your current challenges and initiatives? Hear what's going on at other life and annuity companies and get to know your fellow attendees.
- 3:00 p.m. **Growth in a Competitive Annuity Market**
John Luksa, CFS, ALMI, ACS, FIC, National Sales Director, GCU
Andrew Edelsberg, CPA, FLMI, SVP, Business Development - Life Solutions, Gallagher Re
- 4:00 p.m. **Update on the LIMRA Lifetime Income Initiative**
Dean Lambert, Executive Director, LIC
- 4:30pm **Adjourn for the Day**
- 6:00 p.m. **Hosted Networking Dinner at Wooden Angel**

Thursday, October 8, 2026

- 8:00 a.m. **Continental Breakfast Hosted by GCU**
- 8:30 a.m. **The Economic Outlook: Markets, Rates, and What Comes Next**
PNC Bank
- 9:30 a.m. **Networking Break**
- 10:00 a.m. **Fast & Furious: Growth in the Fast Lane**
A rapid-fire brainstorm of ideas on how to grow in this very competitive environment.
- 10:45 a.m. **Annuity Sales and Distribution Update and Forecast**
Keith Golembiewski, FLMI, FFSI, Assistant Vice President, Annuity Research, LIMRA and LOMA
- 11:30 a.m. **Networking Luncheon Hosted by GCU**
- 12:30 p.m. **Adjourn**

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