

IDIS 2024 CONFERENCE

High-Level Tentative Agenda

Monday, October 7

- 12:00 General Registration / Check-In Opens
- 1:00 Pre-Conference Workshop – “**AHIP’s Disability, Part 1 Primer**”
(NOTE: Separate registration and fee required for this course. [CLICK HERE](#) for registration details.)
- 3:30 Welcome Remarks and Introductions
- 4:00 Opening Keynote – [Coach Bill Busch](#) – “**Buckle Up For the Ride**”
- 5:00 Welcome Reception – Sponsored by Petersen International Underwriters

Tuesday, October 8

- 8:00 Breakfast with Sponsors / Kickoff Day 2 / Hear from Sponsors
- 9:00 Morning Keynote Presentation - [Troy Cook, Professional Speaker & Author](#) – “**Change is Inevitable, Growth is Optional**”
- 10:00 “**How to Increase Your DI Sales**” – Panel discussion featuring top individual producers
- 11:00 “**NAIFA Update** - [Kevin Mayeux, NAIFA CEO](#)
- 11:30 Awards Luncheon
- 1:00 Meet with Exhibitors
- 1:30 “**Why for Selling in Business Market**” – [Rodney Mogen, Solve Ur Puzzles](#)
- 2:30 “**Understanding how DI Clauses are Interpreted During Claims**” – [Glenn Kantor, Kantor & Kantor Law Firm](#)
- 3:30 Afternoon Keynote – [Bob Herum, Council for Disability Awareness](#) – “**The Importance of Disability**”
- 4:45 Reception with Exhibitors

Wednesday, October 9

- 8:00 Breakfast with Sponsors / Recap from Yesterday / Kickoff Day 3
- 8:30 “**Next-Gen Success: Passion, Purpose, & Building Relationships in DI**” – [Alex Wesdorf, DiBroker East](#)
- 9:00 “**Pre-Litigation Appeals**” – [Kantor & Kantor Law Firm](#)
- 9:45 Underwriting Panel
- 10:30 “**Designing a DI Policy**” – [Rowland Fawthrop, MassMutual](#)
- 11:15 2025 Board Election/Installation and Closing Announcements