Conference Agenda

MONDAY, OCTOBER 12

2:00pm Foyer	**Registration & Check-in Opens**
2:30pm Ballroom	**New Attendee Welcome Meeting** *New to IDIS or attending the Annual Conference for the first time? Join us for a warm welcome and introduction to the organization.*
3:00pm Ballroom	**Conference Welcome & Opening Announcements**
3:45pm Ballroom	**Opening Keynote: "When Risk Becomes Reality: How Disability Insurance Made Recovery - and Reinvention - Possible"** Keynote Speaker: Ron Gold - *Ron Gold is a keynote speaker, entrepreneur, and resilience expert who shares his personal journey of overcoming a catastrophic cycling accident that left him paralyzed.*
4:45pm	**Break Before Reception**
5:30-7:30pm Ballroom	**80's Welcome Reception & Exhibitor Networking** *Sponsored by Petersen International Underwriters *Break out the neon, leg warmers, and big hair - it's time to go Back to the 80's! Kick off the conference with heavy appetizers and beverages, great music and entertainment from our DJ, and plenty of time to mix and mingle with carriers, sponsors, exhibitors, industry partners, and fellow attendees.* *Don't forget to dress the part! Come in your best 80's-inspired look for our Costume Contest and a chance to earn some serious bragging rights.*

TUESDAY, OCTOBER 13

6:00-8:30am Hotel Atrium	**Complimentary Embassy Suites Breakfast**
8:30am Ballroom	**General Session Welcome**

8:45am **Ballroom**	**"Carrier Innovation: Technology Advancements & Ease of Doing Business"** Moderator: Jeff Kruger (Principal) Panelists: Scott Tracey (MassMutual), Jeff Hanneman (Principal), Brooke Ballance (Illionis Mutual), Scott Zagurski (Assurity), & Jill Frohardt (The Standard) - *Explore how disability insurance carriers are embracing technology, underwriting advancements, and process innovation to make doing business easier and more efficient. Hear directly from carriers about what's changing, what's working, and how innovation is helping move the DI industry forward.*
9:30am **Ballroom**	**Break with Exhibitors** *Sponsored by Illinois Mutual and AHIP
9:45am-12:00pm **(room assignments TBA)**	**Carrier Speed Dating** *Attendees will be divided into nine groups and rotate through carrier and sponsor presentations. Please refer to your badge for your group assignment!*
12:15pm **Ballroom**	**Awards Luncheon** *Sponsored by Principal & The Plus Group *Join us as we celebrate the individuals who make a lasting impact on the disability insurance industry and the IDIS community. During this special luncheon, we will honor our 2026 Award and Scholarship recipients for their achievements, leadership, and contributions to the profession.*
1:30-3:00pm **Salon IV/V**	**<u>Breakout # 1</u>: "The How-To Guide to Selling Disability Insurance"** Presented by: Rodney Mogen (SolveUrPuzzles) & Mike Sir (One Protection) - *Ready to turn disability insurance opportunities into production? This practical, producer-focused session will walk through the "how-to" of selling DI—from identifying and prospecting for opportunities to positioning coverage, presenting recommendations, and closing cases.* **<u>Breakout #2</u>: "Business Owner Planning & GSI/MLDI Strategies"** *Sponsored by Principal Moderator: Don Schamay Panelists: Jason Hollis (Principal) & Frank Mikalonis (Principal) - *This session will explore opportunities beyond traditional individual DI, including Business Overhead Expense, Buy-Sell and business succession planning, Guaranteed Standard Issue (GSI), and Multi-Life Disability Insurance (MLDI).*
1:30-3:00pm **Marietta Room**	**<u>Breakout # 1</u>: "The Broker's Broker Model"** Moderator: Mike Cogdall Panelists: Corey Anderson (DI Geek), Brett O'Brien (The Plus Group), Grayson Owen (DIBroker East) - *This BGA-focused session will explore the "Broker's Broker" model, with practical insights into building strong producer relationships, creating value beyond the sale, and becoming a trusted DI resource.* **<u>Breakout #2</u>: "Running Your Practice: How to Build a Highly Effective BGA"** *Sponsored by The Plus Group Moderator: Maxwell Schmitz (The Plus Group/Yetworth Insurance Solutions) Panelists: Reed Schnittker (PGT), Matt Jackson (IRA Inc.), Michael Cohen (Cohen Agency) *What does it take to build - and sustain - a highly effective Broker General Agency? Explore the key components of a successful practice, from creating the right structure and improving operations to recruiting, supporting, and retaining producing brokers.*

3:00pm **Ballroom**	**Break with Exhibitors** *Sponsored by The Standard and Assurity
3:15pm **Ballroom**	**“The State of Disability Insurance & Reinsurance”** Moderator: Dan Skwire (Milliman) Panelists: Tim Adams (Munich Re), Steve Woods (Gen Re) - *Take a look at the forces shaping today’s disability insurance and reinsurance marketplace. This industry-focused session will examine current trends in claims experience, pricing, product development, and reinsurance, while exploring how changing market dynamics are influencing carriers and the broader DI industry.*
4:00-4:50pm **Ballroom**	**Keynote: “From Passion to Peak Performance”** Keynote Speaker: Paul Kingsman (Ash Brokerage) - *What does it take to perform at your best when the pressure is on? Olympic medalist, motivational speaker, and financial professional Paul Kingsman will close the day’s educational program with an inspiring and practical message connecting the principles of elite performance to professional success.*
5:30-7:30pm **College Football Hall of Fame**	**College Football Hall of Fame Reception** *Sponsored by MassMutual *Continue the conference experience with a private evening reception at the College Football Hall of Fame, located directly across the street from the hotel. Enjoy food and beverages while connecting with fellow attendees, carriers, sponsors, and industry partners in one of Atlanta’s most iconic venues. Guests will also have access to the Hall of Fame’s interactive exhibits and activities, making for a memorable evening of networking, conversation, and fun.*

WEDNESDAY, OCTOBER 14

6:00-8:30am **Hotel Atrium**	**Complimentary Embassy Suites Breakfast**
8:30am **Ballroom**	**Final Morning Welcome**
8:45am **Ballroom**	**Closing Keynote: “The Champion’s Code”** Keynote Speaker: Ross Bernstein *In his signature keynote “The Champion’s Code”, award-winning speaker and best-selling author Ross Bernstein draws on inspirational stories and powerful lessons from the world of sports to explore the DNA of champions and how those same principles translate to business success.*
9:45-10:00am	**Closing Remarks & Conference Adjourns**