



2018 EDUCATIONAL SYMPOSIUM

Back to Basics:

What do you do when you have multiple priorities?

September 13, 2018

Foxtail Golf Club, 100 Golf Course Dr., Rohnert Park, CA

Agenda:

- 8:00 – 8:40 Check-in & Breakfast with Exhibitors

- 8:40 – 9:00 Welcome and Introductions

- 9:00 – 10:00 Joe Navarro – Back to Basics Sales in a Fast-Changing Market

- 10:00 – 10:30 Break and visit with exhibitors

- 10:30 – 11:30 Neil Crosby – Single Payor (1 CE)

- 11:30 – 12:15 Dave Fear Jr – Update on CAHU/NAHU

- 12:15 – 1:20 Lunch with exhibitors

- 1:20 – 1:30 Introduce afternoon speakers, announcement

- 1:30 – 2:30 Karen Kirkpatrick – What to do 1st When it's all 1st Priority

- 2:30 – 3:00 Break with Exhibitors

- 3:00 – 4:00 Paul Roberts – Compliance Pitfalls (working title - 1 CE)

- 4:00 – 4:30 Updates and Grand Prize Drawing