

Broker's Health Insurance Network, Inc.
Winter Meeting
Feb. 7-9, 2022

RENAISSANCE TAMPA INTERNATIONAL PLAZA HOTEL
4200 Jim Walter Blvd, Tampa, FL 33607

Monday, Feb. 7

3:00 - 4:30 PM – Board of Directors meeting in Bruschetta Room

5 - 8 PM -- Social event at Topgolf, 10690 Palm River Rd, Tampa, FL 33619

- *Members meet in lobby at 4:30 to arrange for transportation via Uber / Lyft / taxi*

Tuesday, Feb. 8

Meeting in Pelagia Room

8:30 AM – Breakfast

9 AM – Business Meeting

- Contracts
- Financials
- Level set on where BHINI is
- Growing membership
- Production group vs. collaborative group
- Current landscape with all the M&A

10:30 – 11 AM – Mutual of Omaha Update with Jeremy Grantham, Sales Director, Medicare Supplement/Dental/PDP

11 AM – 12 Noon

- Continue discussion from Business Meeting topics as needed
- Agency best practices

12 -1 PM – Lunch Break

1 – 2 PM – PaperClip (Document Management) - <https://paperclip.com/> - Stacy Gabaldon, Senior Account Executive

2 – 3 PM -- Technology discussion

3 – 4 PM Leads and prospecting – *Growing Distribution in Changing Times* -

Presentation from Senia Gramajo, AgentLink

Join Senia Gramajo in talking about some of the biggest challenges IMO's and BGAs face and best ways to deal with them. Times are changing and so are the methods and ways to reach out to, acquire and activate producers.

5:00 – 7:00 PM – Cocktail reception at hotel

Wednesday, Feb. 9

Meeting in Pelagia Room

8:30 AM – Breakfast

9 – 10 AM – “The Right to be called a Leader” presentation by Ulli Monroe of Munroe Consulting, Inc. - <https://www.linkedin.com/in/ulli-munroe-525b6110/>

Ulli Munroe has been conducting employee development workshops throughout the United States for over 20 years. As a facilitator and speaker, she has worked with all types of organizations to customize training in many topics. Her successful professional programs include Supervisory/Leadership programs, Customer Service, Communication Skills, and Team Building. National and local clients include Microsoft, E One, Price Waterhouse Cooper, Signature Brands, University of Florida, Florida International University, Bank of America, Florida Bankers Association, and Florida Medical Association

10 – 11 AM – Group discussion of Market analytics, having success with any product lines or discontinuing anything

11 – 12 PM

- Frequency/schedule of future meetings, zoom vs in person
- Locations for meetings
- Other business / open discussion

12 PM – Adjourn