



# JOURNEY TO ENROLLMENT

2022 ANNUAL CONFERENCE

January 11-12  
2022

Welcome Enrollers!



## Tuesday, January 11

**12:00 Lunch**

**12:45 - 2:45 Enroller Topics**

- '20-'21 What we learned, what we expect to continue
- Policies & Protocols
- Spring & Fall Enroller Agreements - Production Goals
- Ongoing Training Course
- Mark III Equipment
- Top Enroller Testimonials

**2:45 Break**

**3:00-5:00 Carrier Session 1**

- FBA - HSA Discussion
- LegalShield - New Product
- Enrollment Systems Update

**5:30-8:00 Dinner & Entertainment**

## Wednesday, January 12

**7:30 Breakfast**

**8:00-9:30 Carrier Session 2**

- 8:00 Ameritas
- 8:30 Aflac
- 9:00 OneAmerica

**9:30-9:45 Break**

**9:45-12:00pm Carrier Session 3**

- 9:45 Trustmark
- 10:15 Community Eye Care
- 10:45 BayBridge
- 11:15 Mass Mutual

**12:00 Lunch (enroller session ends after lunch at 1:00 pm)**