



The CLTC Leadership Summit

Shaping the Future

September 12 & 13, 2022
Sheraton Bloomington Hotel Minneapolis, MN

Sunday, September 11, 2022

Arrivals/Registration

Monday, September 12, 2022

8:00 – 8:45 a.m. **Breakfast - SPONSORED BY MASS MUTUAL**

9:00 – 9:30 a.m. **Welcome**
CLTC – Who We Are, How We Add Value, Where We are Headed
Amber Pate, CLTC

9:30 – 10:00 a.m. **Key Note: Future of the LTC Insurance Industry: Genworth's Vision**
Tom McInerney, President & CEO, Genworth Financial, Inc.

10:00 – 10:15 **Break - SPONSORED BY NATIONWIDE**

10:15 – 11:15 a.m. **The Implications of State and Federal Public Sector Policy, and State Legislative Actions for our Industry**

- How can the public and private sectors work together to bring about better solutions?
- What has the WA Cares Fund taught us?
- What lies ahead?

Moderator/Producer: Eileen J. Tell, ET Consulting LLC

Panelists: Peter Goldstein, LTCG; Steve Cain, CLTC, LTCI Partners; Stephanie Moench, FSA, MAAA, Oliver Wyman Actuarial Consulting; Fred Anderson, MN Department of Commerce; Chris Petillo, Faegre Drinker

11:15 – 11:30 **Break**

- 11:30 – 12:30 p.m. **An Exploration of the Change Agents Likely to Influence the LTC Industry**
- The impact of technology on LTC delivery
 - The growing appeal of wellness programs
 - Pre-claim benefit intervention
- Moderator/Producer:** Tom Riekse, Jr., CLTC, LTCI Partners
Panelists: Ali Ahmad, TCare; Nathan Estrada, Nymb!; Daniel Freedman, Burn Along; Dave Jacobs, Homethrive
- 12:30 – 1:15 p.m. **Lunch – SPONSORED BY THRIVENT**
- 1:30 – 2:30 p.m. **An Assessment of the Sustainability of our Current LTC Insurance Planning Solutions**
- What currently works, what doesn't work?
 - What are the risks for the future?
 - Examples of positive changes underway
- Moderator:** Bill Comfort, CLTC
Panelists: Ramona Neal, CLTC, Living Benefit Review; Karry Ballinger, CLTC, LTC Planning Specialist; Alecia Barnette, CLTC, FIG Marketing
- 2:30 – 2:45 p.m. **Break – SPONSORED BY LTCG**
- 2:45 – 4:00 p.m. **The Impact of Paid In-Home Care on The Journey of Family Caregivers: Findings From a Survey of Family Caregivers.**
- Moderator:** Celeste Cobb, CLTC
Researcher: Eileen J. Tell, ET Consulting, LLC
Panelists and Sponsors: Megan Hix, Home Instead; Bonni Kaplan Woskin, Homethrive; Amber Pate, CLTC
- 4:00 - 4:30 p.m. **How DHS is Working Towards Maximizing Public and Private Sector Collaboration to Best Meet LTSS Needs.**
Dan Pollock and Dr. LaRhae Knatterud, State of MN
- 4:30 p.m. **Day One Close**
- 5:00 – 7:00 p.m. **Meet and Greet Cocktail Reception – SPONSORED BY TCARE**

Tuesday, September 13, 2022

7:30 – 8:15 a.m. **Breakfast - SPONSORED BY NGL**

8:30 - 9:00 a.m. **Looking Back and Forward: Learning from WA Cares**
Ben Veghte, Director, WA Cares Fund, Washington State Department of Social and Health Services

9:00 – 10:00 a.m. **Lessons and Implications of the First Pandemic to Impact the LTC Insurance Industry**

- How has it changed consumer opinions about LTC? Do we expect it to last?
- How has it changed the LTC insurance industry? Sales, Underwriting, Product Design, Claims
- What have we learned? Are we better prepared for the future?

Moderator: Courtney Crenshaw, NYL

Panelists: Andrew Dalton, Milliman; Shawn Britt, CLTC, Nationwide; Caryl Falvey, CLTC, Mass Mutual

10:00 – 10:15 a.m. **Break**

10:15 – 11:45 a.m. **Where Our Industry is Headed. Who Will Lead Us? How Will We Get There? CLTC's Role?**

Group Discussion

Facilitator: Kelly Augspurger, CLTC, Steadfast Insurance

Participants: All

11:45 – 12:00 p.m. **Close and Depart**