

ROUNDTABLE SCHEDULE

8:00 AM–8:25 AM

WEDNESDAY, JULY 9

Table	Presenter	Title
A	Brian Askins	Scaling Through Acquisitions
B	Holden Hassell	Cross Selling
C	Misty Bolt	Branding Sexy with Medicare Misty
D	Dallas Keithley	Mastering Medicare Marketing
E	Ashley Colie	The Hidden Hard: Naming the Struggles of Building an Agency
F	Chris Ball	The Truth About Life Telesales: 5 Steps to a Successful Launch
G	Ryan Miller	Building Culture in Teams. Leading with Emotion, Motivation to Empowerment
H	Jalon Talley	Agency Building
I	Nate Auffort	Sales & Persuasion Secrets
J	Casy Askins	Cross Selling & Medicare
K	Paul Bechtold	Debt Elimination Market
L	Tony Merwin	Bundling Brilliance: How to Boost Revenue with T65 Medicare Clients
M	Khris Bryan	Intro Drug to Advanced Markets
N	Dylan Riley	TBD
O	Rebecca Davis	Hiring
P	Sherri Somers	How to Grow Your Business and Attract More Clients When You Speak Virtually or in Person.
Q	David & Elle Denning	How to Eliminate 90% of Your Marketing Workload with AI + VAs
R	Deanna & Emma Privette	IUL - one call close/IUL - client focused
S	Emily & Hunter Palmer	How to Build an Agency Targeting Truck Drivers
T	Nick Williams	Technology

8:00 AM–8:25 AM

THURSDAY, JULY 10

Table	Presenter	Title
A	Ashley Colie	The Lady Leadership Lab: Building Her Rise in the Industry
B	Chris Ball	Asking the Questions or Asking for the Sale: Why You Are Not Closing More in Life Sales
C	Edward Pritchett	Advance Insurance Planning
D	Mallory Kroos	Selling at a High Level (Over \$620,000 Premium on a Year)
E	Rebecca Davis	Hiring
F	David & Elle Denning	Building a 7-Figure Facebook Group
G	Nick Williams	Technology
H	Tony Merwin	90 Days to Loyalty: Practical Tactics to Retain and Upsell Medicare Clients
I	Betsy Barr	Grace & Grit: Finding Harmony in the Hustle
J	Tommy Overton	T65 Seminars for Medicare
K	Patrick Schmidt	Retirement Goldmine: Unlocking Your Income through Annuities, Life Insurance & LTC
L	Sudhan Shrestha	How to Scale the Agency by Cross Selling
M	Zeb Zinn	How To Get Free Leads While Being a Medicare Agent
N	Javanni E Wright	How to Sell \$40k+/M & Build an Agency
O	William Allison	How Agents Can Achieve Success in the Under 65 Private Health Insurance Market
P	Kyle Kimbrell	Nationwide Agency Building
Q	Joe Kampert	P&C Insurance
R	Deanna & Emma Privette	IUL - One Call Close/IUL - Client Focused
S	Ryan Miller	Building Culture in Teams. Leading with Emotion, Motivation to Empowerment
T	Viola Lucero	How To Get More Leads Through Strategic Partnership, Networking, and Marketing