



NAIFA-NYS ANNUAL CONFERENCE & DAY ON THE HILL

NAIFA-NYS and You: Partners in Success
May 15 to 17, 2017 - Albany, New York
Renaissance Albany Hotel

TENTATIVE SCHEDULE (as of April 20)

Monday, May 15:

- 12:00 p.m. – 2:00 p.m. NAIFA-NYS Board Meeting & Annual Business Meeting
(Hyland Library)
Guest Speaker: Paul Dougherty, President, NAIFA
- 3:00 p.m. – 5:00 p.m. NAIFA-NYS Local Association Presidents' Meeting
(Hyland Library)

Dinner on Your Own
- 3:00 p.m. – 9:00 p.m. Hotel Check-In for Attendees (*Renaissance Lobby*)

Tuesday, May 16:

- 7:00 a.m. – 6:30 p.m. Conference Check-In (*Renaissance Lobby*)
- 8:00 a.m. – 9:00 a.m. Breakfast Buffet & Welcome Remarks (*Dewitt Ballroom*)
Welcome Remarks: The Honorable James Seward, NYS Senate
Update on LICONY Activity: Mary Griffin, CEO, LICONY
- 9:00 a.m. – 9:30 a.m. Keynote Remarks (*Dewitt Ballroom*)
Paul Dougherty, President, NAIFA
- 9:30 a.m. – 10:30 a.m. General Session - Current Developments at the New York State Department of Financial Services (*Dewitt Ballroom*)
- 10:30 a.m. – 10:45 a.m. Morning Break (*Dewitt Ballroom*)
- 10:45 a.m. – 11:00 a.m. IFAPAC Presentation (*Dewitt Ballroom*)
- 11:00 a.m. – 12:00 p.m. General Session - Cyber-Security: Weighing Impacts of New DFS Rules on Life Insurance Producers & Financial Advisors (*Dewitt Ballroom*)
- 12:00 p.m. – 1:15 p.m. Keynote Luncheon (*Dewitt Ballroom*)
- 1:15 p.m. – 2:30 p.m. Presentation regarding State of the Association (*Dewitt Ballroom*)
- 2:30 p.m. – 2:45 p.m. Coffee Break (*Dewitt Ballroom*)
- 2:45 p.m. – 4:00 p.m. Breakout Sessions
Bridging the Divide: Sales Strategies for New and Diverse Markets
(*Dewitt Ballroom*)

Successful Prospecting: How to Open Doors and Increase Income
(*Capital Room*)

- 4:00 p.m. – 5:00 p.m. Presentation by Vinny Dallo, President, NAIFA-Rochester (*Dewitt Ballroom*)
“Understanding Your Local: The Benefits of NAIFA Membership”
- 5:15 p.m. – 6:00 p.m. Lamp Post Reception (*Hyland Library*)
- 6:00 p.m. – 7:00 p.m. Cocktail Reception (*The Shelf*)
- 7:00 p.m. – 9:00 p.m. Awards Dinner (*Dewitt Ballroom*)
Keynote Remarks: The Honorable Neil Breslin, NYS Senate
Recognition of Lawrence Holzberg, President, NAIFA-NYS, 2014-2017
Honorees:
Ben Brewster Government Relations Award: Robert Gruber, Gruber Insurance & Financial Services Retirement Income Planning
Introduction: Albert Brodbeck, Prudential Advisors

Spencer L. McCarty Award: Howard Elias, Guardian Wealth Advisory Group
Introduction: Alan Press, Guardian Wealth Advisory Group

Wednesday, May 17 - Day on the Hill

- 8:00 a.m. – 10:00 a.m. Conference Check-In (*Renaissance Lobby*)
- 8:00 a.m. – 9:00 a.m. Breakfast Buffet & Vendor Visits (*Dewitt Ballroom*)
- 9:00 a.m. – 10:00 a.m. Special Session on Government-Run Retirement Plans (*Dewitt Ballroom*)
- 10:00 a.m. – 11:00 a.m. State Legislative Issues Affecting Life Insurance Producers (*Dewitt Ballroom*)
- 11:00 a.m. Legislator Visits at Capitol Building / Legislative Office Building