

NAIFA-NYS
BUFFALO REGIONAL CONFERENCE
Marriott Buffalo HARBORCENTER
Thursday, April 26

10:30 a.m. – 5:00 p.m.	Conference Registration
10:50 a.m. – 11:00 a.m.	Welcome Remarks <i>Joshua Lauer, NAIFA-Buffalo President</i>
11:00 a.m. – 12:00 p.m.	General Session (<i>Pan American Ballroom I</i>) * “DFS and the Life Insurance Agent: What Suitability, Cyber-Security, and Other Regulations Mean for the Future of Life Insurance” <i>Moderator: Peter Molinaro, NAIFA-NYS General Counsel Honorable James Regalbuto, Deputy Superintendent for Life Insurance, NYS Department of Financial Services Paul Podsiadlo, NAIFA-NYS Legislation Committee Member and NAIFA-Buffalo Past President</i>
12:00 p.m. – 1:15 p.m.	Luncheon Buffet with Keynote Speaker (<i>Pan American Ballroom I</i>) <i>Dottie Gallagher-Cohen, President & CEO, Buffalo Niagara Partnership</i>
1:15 p.m. – 1:30 p.m.	Afternoon Session Welcoming Remarks (<i>Pan American Ballroom I</i>) <i>Gregory Serio, NAIFA-NYS Executive Director</i>
1:30 p.m. – 2:30 p.m.	State Legislator Roundtable (<i>Pan American Ballroom I</i>) * <i>Moderator: Mark Yavornitzki, NAIFA-NYS Legislative Director Assemblyman Ray Walter (R-Buffalo) Assemblyman Stephen Hawley (R-Batavia) Senator Chris Jacobs (R-Buffalo)</i>
2:30 p.m. – 3:45 p.m.	Special Presentation (<i>Pan American Ballroom I</i>) * “How to Use High Activity & Centers of Influence to Build Your Business” <i>Thomas Zuger, CLU, ChFC, CLTC, MassMutual Financial Group Frequent MDRT Top of the Table Qualifier</i>
3:45 p.m. – 4:00 p.m.	Afternoon Break (<i>Pan American Ballroom I</i>)
4:00 p.m. – 5:00 p.m.	General Session (<i>Pan American Ballroom I</i>) * “The Growing Reliance on Direct Sales: A Direct Hit on Life Insurance Agents?” <i>Moderator: Joshua Lauer, NAIFA-Buffalo President Joseph DiLeo, General Agent, MassMutual Financial Group Robert Gruber, Independent Agent/Owner, Gruber Insurance & Financial Services Steve Stanger, Financial Planner, Prudential</i>
5:00 p.m. – 7:00 p.m.	Cocktail Reception (<i>Pan American Ballroom II</i>) <i>Recognition of Lamp Posts</i>

* approved for CE credits