

# Agenda

Tuesday, March 30<sup>th</sup>, 2021

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12:30 PM – 12:35 PM  
Opening Remarks  
Tracey Edgar, RN, BSN, CLTC  
Vice President, Sales, Care  
Solutions

12:35 PM – 12:50 PM  
Here Today – And for Whatever  
Tomorrow May Hold  
Scott Davison, CLU, ChFC  
Chairman, President & CEO

12:50 PM – 1:05 PM  
The OneAmerica Difference  
Dennis Martin, FSA, FCIA, MAAA  
President, Individual Life and  
Financial Services

1:05 PM – 1:45 PM  
The Need for Asset-Based LTC  
Regional Sales Directors

1:45 PM – 2:25 PM  
Asset Care Deep Dive  
Regional Sales Directors

2:25 PM – 3:05 PM  
Tax-Deferred to Tax-Free for  
LTC:  
LTC Annuities  
Regional Sales Directors

3:05 PM – 3:15 PM  
Break

3:15 PM – 4:00 PM  
Operational Excellence: Panel  
Discussion  
Adam McGlothlin & Anna  
DeLoach  
New Business Managers

Carrie Ferree, Karen Danielson &  
Steve Ramczyk  
Underwriting Managers

Denise Cochran, CLTC  
Claims Manager

4:00 PM – 4:25 PM  
Asset-Based LTC: Standing the  
Test of Time  
Steve Cox, FSA  
Vice President, Product  
Development

4:25 PM – 4:30 PM  
Closing Remarks  
Mark Scalercio  
Head of Distribution, Individual  
Life and Financial Services

*All times shown are in Eastern Time*