



NAIFA Tennessee Sales Summit & Day on the Hill, March 22 & 23, 2017
Nashville Hilton Garden Inn
Schedule of Events

Wednesday, March 22

7:00am	Registration Opens for Day on the Hill, with Sausage & <i>Biscuits, Hilton Garden Inn Lobby</i>
7:30am	Bus Leaves Hilton for Legislative Plaza – Security Check-in
8:00am to 11:00am	Day on the Hill, Legislative Plaza
11:00am to 11:15am	Bus Pick-up & Departs Legislative Plaza for the Hilton
10:30am to 11:30am	Exhibitor Set-up
11:15am	Registration Opens for Sales Summit
11:45am to 1:00pm	Leadership Lunch - Speaker Sponsored by United Healthcare
1:00pm to 1:30pm	Break with Exhibitors
1:30pm to 2:15pm	YAT Forum - Coach Michael Burt
2:30pm to 3:15pm	NAIFA Tennessee Annual Business Meeting
3:15pm to 4:30pm	John Wheeler – DOL Update
5:45pm to 6:30pm	Past President’s Reception <i>Private</i>
6:00pm to 6:45pm	Exhibitor Reception with Members – <i>Full Registration Only</i>
7:00pm to 9:00pm	President’s Dinner
9:30pm to 12:00pm	NAIFA Tennessee Hospitality Suite Open – <i>Sponsored by Combined Insurance Companies</i>

Thursday, March 23

8:00am to 8:30am	Breakfast Buffet Open – <i>Full Registration Only</i>
8:30am to 9:15am	NAIFA President Paul Dougherty
9:15am to 9:25am	PAC Minute
9:25am to 10:00am	Exhibitor Break
10:00am to 10:30am	Speaker Juli McNeely – <i>No Necktie Needed</i>
10:30am to 10:40am	PAC Minute
10:40 to 11:30am	Exhibitor Break
11:30am to 12:15pm	Speaker Coach Michael Burt
12:15pm to 12:45pm	Lunch is Served - Invocation & Pledge, Announcements
12:45pm to 1:30pm	Keynote Speaker - John Wheeler PAC Final Fundraiser Totals, Exhibitor Drawings, Booth Stamp Sheet Drawing
1:45pm	Meeting Adjourned

****Dress Code for all Events is Business Attire, President's Dinner Black Tie Optional***