



NSSTA 2018 Annual Meeting

April 11 – April 13, 2018

Nashville, TN

Tuesday, April 10, 2018

12:00 p.m. – 5:00 p.m. NSSTA Board of Directors Meeting

Wednesday, April 11, 2018

8:00 a.m. – 11:00 a.m. NSSTA Board of Directors Meetings

8:00 a.m. – 11:30 a.m. Annuity Training Seminar
Karen Meyers, Little Meyers

9:30 a.m. – 11:00 a.m. CLE Training for Producers “Educating Attorneys on the Use of Structured Settlements”

12:00 p.m. – 5:30 p.m. 8th Annual Bill Tocchi Golf Tournament
12:00 Shotgun Start

2:00 p.m. – 4:00 p.m. NSSTA Legal Committee Meeting

6:00 p.m. – 6:30 p.m. VIP Reception for Provider Member Agency Executives

6:30 p.m. – 8:00 p.m. NSSTA Welcome Reception

Thursday, April 12, 2018

7:00 a.m. – 8:30 a.m. Annual Meeting Open Breakfast

7:30 a.m. – 9:00 a.m. NSSTA Committee Meetings

NSSTA Annual Business Meeting

9:10 a.m. – 9:15 a.m. Welcome & Opening Remarks
Jim Early, NSSTA President

9:15 a.m. – 9:20 a.m. Passing the Gavel
NSSTA President Jim Early
NSSTA President-elect Geoff Kissel

9:20 a.m. – 9:40 a.m. “NSSTA Agenda Objectives for the Upcoming Year”
Geoff Kissel NSSTA President

9:40 a.m. – 9:50 a.m. NSSTA Awards

9:50 a.m. – 10:10 a.m. NSSTA Committee Reports

10:10 a.m. – 10:30 a.m. NSSTA Board Candidate Speeches

10:30 a.m. – 10:45 a.m. Break

2018 NSSTA Annual Meeting Program Agenda:

10:45 a.m. – 11:30 a.m. “A Critical Tool for Resolution Professionals—Tips for Using Structured Settlements Effectively”
Taylor Smith, President, CLM Advisors
James Early, Ringler

11:30 a.m. – 12:00 p.m. 2018 Global Economics & Market Outlook
Met Life Economist Drew Matus

12:00 p.m. – 1:15 p.m. Lunch

1:15 p.m. – 2:00 p.m. “Beyond the Burn” An Annuitant’s Story
Moderator: Michael Goodman
Matt Manzari, Executive Director

2:00 p.m. – 2:45 p.m. “Non-Qualified” Business Opportunities
Moderator: Ryan Jandreau, Liberty Mutual
John Arendt, Berkshire Hathaway
Serena Fitchard, IFS
Jordan Bossler, American General

2:45 p.m. – 3:30 p.m. Liability MSA Developments & Discussion
Moderator: Henry Strong, JMW Settlements
Speakers: David Korch, Arcadia
Sarah Rooney, Regulatory Affairs Director, AAJ

3:30 p.m. – 3:45 p.m. Break

3:45 p.m. – 4:45 p.m. Judicial Panel Session:
Moderator: John McCulloch, Arcadia
Judge Thomas Brothers 6th Circuit Court for the 20th District of Tennessee
Judge Amanda McClendon 2nd Circuit Court for the 20th District of Tennessee

4:45 p.m. – 5:00 p.m. NSS-Ted Talk: “Learning to Be a Better Listener”
Moderator: Lu Ann Reeb, Boston Media Group
Susan Clark, Millennium Settlements
Mella Limongelli, Ringler
Brad Cantwell, Arcadia

5:30 p.m. – 7:00 p.m.

NSSTA President's Reception
CSSC Program Awards and Certificates

Friday, April 13, 2018

6:30 a.m. – 10:30 a.m.

Registration and Information Desk Open

7:00 a.m. – 8:00 a.m.

Continental Breakfast

8:00 a.m. – 8:30 a.m.

"Structured Settlements in the Age of Trump and Oprah"

Eric Vaughn, NSSTA Executive Director

8:30 a.m. – 9:30 a.m.

Member Forum: What are the emerging trends in our industry? How will we address the challenges to our growth?

Moderator: Geoff Kissel, Pacific Life

Maureen Flood, Alliant/Mesirow

Melissa Price, Ringler

Michelle Caine, Prudential

Melissa Baldwin, Atlas Settlements

9:30 a.m. – 10:15 a.m.

"What Do People Do with Sudden Money"

John Darer, 4Structures.com

10:15 a.m. – 10:30 a.m.

Break

10:30 a.m. – 11:30 a.m.

"Special Needs Trusts, ABLE Act Accounts and Federal Government Benefits"

Moderator: Patrick Hindert

Will Lindahl, CPT Special Needs Trusts

11:30 a.m. – 12:00 p.m.

Election Results and Closing Remarks

Geoff Kissel, Pacific Life