



## 2024 Southeastern Home Office Underwriters Association Conference Agenda

### **Wednesday, June 26<sup>th</sup>**

8:00 AM Golf – Crandon Golf at Key Biscayne  
2:00 PM- 6:00 PM Registration – Ponce de Leon  
6:00 PM- 7:00 PM Welcome Reception – Ballroom Foyer

### **Thursday, June 27<sup>th</sup>**

7:00 AM – 8:00 AM Registration – Ballroom Foyer  
7:00 AM – 8:15 AM Breakfast – Salon One (NOTE: open until 8:15 for guests)  
8:00 AM – 8:15 AM President’s Welcome – Salons Two, Three and Four  
8:15 AM – 9:00 AM ***"Using Medical Data to the Max and Keeping Up with New Therapeutics"***  
Hayley Vrchota & Derek Cole – Milliman  
9:00 AM – 9:45 AM ***"Underwriting the Viral Hepatitides"***  
Dr. John White – Munich Re  
9:45 AM – 10:00 AM Break- Ballroom Foyer  
10:00 AM – 10:45 AM ***"Regulatory Insights and the Importance of Data for Good in the Life Insurance Industry"***  
Gary Sanginario – LexisNexis  
11:00 AM – 11:45 AM ***"AI and Underwriting: What To Look Out For"***  
Natasha Alexeeva – Friendly  
12:00 PM – 1:00 PM Lunch – Salon 1  
1:00 PM – 6:00 PM Networking  
6:00 PM – 10:00 PM Annual SEHOUA Dinner and Dance – Salons, Two, Three and Four

### **Friday, June 28<sup>th</sup>**

7:00 AM – 8:00 AM Registration –Ballroom Foyer  
7:00 AM – 8:15 AM Breakfast – Salon One (NOTE: open until 8:15 for guests)  
8:00 AM – 8:15 AM Business Meeting – Salons Two, Three and Four  
8:15 AM – 9:00 AM ***"Underwriting the Influencer"***  
Jennifer Digiovanni – Munich Re  
9:00 AM – 9:45 AM ***"A Long Strange Trip, Closing the Insurance Gap From the Kitchen Table to the Tablet"***  
Mark Wall – Mark Wall & Company & Chris Regione- Sammons  
9:45 AM – 10:00 AM Break- Ballroom Foyer  
10:00 AM – 10:45 AM ***"Underwriting Foreign National Risks in a Post Pandemic World"***  
Melissa Gallegos – RGA & Jason Dobrindt – Lincoln Financial Group  
10:45 AM – 11:30 AM ***"A Review of Alcohol and Substance Use in the Life Insurance Setting"***  
Dr. Nico van Zyl – Hannover Re  
11:30 AM Closing Comments and Adjournment