

The Louisiana Department of Insurance
Division of Diversity & Opportunity
Presents



Business Building Blocks

Producer Workshop

August 17, 2017

Agenda

9:00 AM – 9:30 AM

Welcome

Ron C. Henderson, Deputy Commissioner
Office of Consumer Advocacy & Diversity

9:30 AM – 9:45 AM

Licensing Update

Barry Ward, Deputy Commissioner
Office of Licensing

9:45 AM – 10:00 AM

All the Right Moves: Benefits of Joining an Association

Patrick Bell, Assistant Commissioner

Independent Insurance Agents and Brokers of Louisiana (IIABL)

National African American Insurance Association (NAAIA)

Professional Insurance Agents of Louisiana (PIA)

Health Agents for America, Inc., (HAFA)

10:00 AM – 11:00 AM

**"Your 5 Best Insurance Prospects and the Tools and Processes you
Need to Market to Them in 2017 and Beyond"**

Dr. Billy Williams, President
Inspire A Nation Business Mentoring

11:00 AM – 12:00 PM

TBD - Ethics

Arlene Knighten, Executive Counsel
Division of Legal Services

12:00 PM

Closing Remarks

Ron Henderson, Deputy Commissioner
Office of Consumer Advocacy & Diversity

Patrick Bell, Assistant Commissioner
Division of Diversity & Opportunity