



March 5, 2011

# GALA Workshops at Pacific Palms Resort

Register NOW by email to [caifpa08@gmail.com](mailto:caifpa08@gmail.com)

**Limited Time offer Early Bird Special** - Register now to receive ONE FREE DINNER ticket !

Invite a licensed agent friend and your friend will also receive ONE DINNER TICKET Free.

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**Life Insurance (4:00 to 5:00 PM)**

**(Pebble Beach Room)**

**Sponsor:** ING USA Annuity and Life Insurance Company

**Presents:** America's Retirement Challenge

>> Discussing the obstacles that are faced when planning for retirement, why the old paradigm no longer works and a tax advantage solution to the problem.

**Instructor:** Ed Pike, Sales Vice President, and Cullen England, Sales Vice President

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**Workers' Compensation (4:00 to 5:00 PM)**

**(Hazelton Room)**

**Sponsor:** State Compensation Insurance Fund - California

**Presents:** Basic Workers Compensation Insurance

>> *In this seminar you will learn the basics of workers' compensation. What is it? Who is covered? What is covered and more? If you are going to start offering workers' compensation, it is highly recommended you attend this class.*

**Instructor:** Curtis Nordhagen, Senior Marketing Representative

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**Annuities (5:00 to 6:00 PM)**

**(Pebble Beach Room)**

**Sponsor:** ING USA Annuity and Life Insurance Company

**Presents:** Providing Asset and Income Solutions in a Rollover Market

>> *Preview the IRA Rollover Market in the next 3 to 5 years and provide solutions to help maximize your ability to capture client rollovers.*

**Instructor:** Brandon Dirksen, Regional Wholesaling Coordinator

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**CE Class (5:00 to 6:00 PM)**

**(Hazelton Room)**

**Sponsor:** Kaiser Permanente

**Presents:** The Effects of Presenteeism, CDI #207842

>> *Why should employers purchase group health plans?*

*The answer is to protect their profits from low employee productivity as a result of presenteeism. This class will detail the types of ailments and conditions which lead to presenteeism and how they have a cost impact on employee productivity. You will be given information about ways to manage presenteeism which will reduce health care costs and workers' compensation claims.*

**Instructor:** Curtis Nordhagen, Senior Marketing Representative

Sponsors:

