John Greene, National Association of Health Underwriters

Legislative & Regulatory Update

John is currently Vice President of Congressional Affairs at the National Association of Health Underwriters and has been their lobbyist since September 2000. He has worked on every major piece of health care legislation from TAA to the PPACA. In 2005, he spearheaded legislation which expanded a program for long-term care insurance policies to all states as part of the 2005 Deficit Reduction Act. He was a member of the Senate mental health parity negotiating team which led to enactment in 2008. John helped get bipartisan support for a provision to remove a $2,000 deductible cap on small group plans and recently got legislation passed that restored the Medicare open enrollment period to the pre-ACA timeframe.

Rob Cottrell, Cleveland Research Company

The Importance of Financial Reports

Rob Cottrell leads the Managed Care research team at Cleveland Research Company, an independent equity and market research firm. Rob focuses on proprietary research and financial analysis of publicly traded health plans and health service companies for institutional investors and other strategic clients. As part of this research, he shares frequent industry updates with industry stakeholders across the country. Prior to helping launch the firm's managed care efforts, Rob covered the Ophthalmology, Life Science, and Transportations industries for CRC. He lives in Hudson, OH with his wife and two daughters, and enjoys running and biking through the nearby Cuyahoga Valley National Park

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Mark McGraw, Sandler Training

Today’s Agent

For over 25 years, Mark McGraw has studied the art and science of how buyers and sellers communicate. For 15 years Mark has been an owner at Sandler Training, a sales and sales management training and consulting firm dedicated to helping salespeople be more efficient and effective at their craft. He has been recognized as one of only 23 people in the 40-year history of his company by receiving the David H. Sandler lifetime achievement award. His passion is helping people sell more efficiently and effectively than they ever thought possible.

Keith Nabb, Affordable Medicare Solutions

Managing Your Business

Keith is a native of Gwinnett County, Georgia. He established himself as an industry leader as an independent health insurance broker in Suwanee. His commitment to Gwinnett County is evident through years of community service: President of the Gwinnett Council for Seniors; a graduate and past Board Chairman of the Gwinnett Neighborhood Leadership Institute (18 years). Keith has been a noted leader within his city for public art and city planning initiatives. In 1995 he opened his first agency, Affordable Health & Life Plans, Inc., an independent health insurance brokerage. *This was the first health insurance agency in Georgia to have an internet website, quoting health plans!* Keith's transformed his agency in 2013 as Affordable Medicare Solutions, specializing in Medicare planning and Individual Health Insurance. His staff of 10 has over 100 years of medical insurance experience and represent every major medical plan available.

Paige Phillips, Paige Phillips Agency

Starting a Medicare Agency

Paige Phillips began her insurance career in 1982 with Protective Life in Birmingham, AL and has been in the Life, Health and Medicare business for over 30 years. She is the Managing Partner of Paige Phillips Agency specializing in Medicare options for Seniors. Ms. Phillips an active member of the National Association of Health Underwriters (NAHU), a professional association consisting of agents, brokers, insurance carrier representatives and employee benefit consultants. She has served on both the Birmingham and Alabama chapter Board of Trustees in various leadership positions including the position of President of both chapters. Currently she serves as the state Executive Director of Alabama Association of Health Underwriters – a title she has held for over 20 years. She also recently served as Regional Vice President for NAHU representing the 7 Southeastern States.

Charles Brogden, Wealthwave

Long Term Care

Charles H. Brogden Sr, has been with World Financial Group, Transamerica Financial Advisors, Wealthwave, since 2004. He believes his previous years as a military officer, field engineer, Senior Technical Trainer, and Training Project Manager, were an ideal foundation to serve the community as a financial educator, registered representative, and insurance producer. His attention to detail, good listening skills and great empathy are symbols of his appreciation by his clients. He is effectively supported by a team of administration, financial concept and product specialist whose teamwork and professionalism help him build long-term relationships with his growing client base and provide customer service.

David Burke, Aetna

SNP Plans

A 1988 Graduate of Georgia Southern, David started his career as a life insurance agent in the Savannah Agency of the Jefferson Pilot Life Insurance Company. In the early 1990's, David moved home to Atlanta and was hired as a Group Representative at Protective Life and was soon promoted to Group Manager facilitating the sale of Group Dental and Disability products throughout Georgia. When the Protective Life group division was acquired David accepted a position at Greater Georgia Life, the Life and Disability Company owned and operated by Blue Cross Blue Shield of Georgia. In 2007, David J. Burke; LLC was formed and merged with Steve Vaughn Insurance Agency which later became Burke Vaughan Insurance Group. BVIG was sold in 2016 and David returned to Blue Cross Blue Shield of GA as Regional Sales Manager for Medicare Sales and currently holds the position of Broker Manager at Aetna.

Katie Perumbeti Atlanta Regional Commission

Senior Demographics

Katie Perumbeti serves as the Lifelong Communities Coordinator at the Atlanta Regional Commission (ARC) within the Aging & Independence Services Group. Katie works with communities and organizations across the region to promote diverse housing and transportation options, opportunities for healthy living, and convenient access to basic services for all ages and abilities. She is leading the implementation of the Live Beyond Expectations Strategic Plan framework to identify and address the inequities that create disparities in life expectancy and improve the quality of lives for all people in the Atlanta region, regardless of location. She helps compile research, data, best practices, and potential policy solutions to challenges facing older people, individuals with disabilities, and their caregivers. Katie is a member of the American Institute of Certified Planners (AICP) and holds a Master of City and Regional Planning from Georgia Tech as well as a Bachelor of Engineering from Vanderbilt University.

Brittany Cone, Hall Booth Smith

Are We Out of the Woods Yet?- Legal Updates Associated with Medicare in Light of COVID-19's Ever Changing Effects on Payment

Brittany H. Cone is a partner with Hall Booth Smith in its healthcare, regulatory, and long-term care/aging services practice groups. Certified in Health Care Compliance by the Health Care Compliance Association, Brittany works with providers on the full spectrum of issues they face including Medicare, Medicaid, regulatory compliance, administrative hearings and appeals. Brittany is experienced in the day-to-day operations issues faced by providers, ranging from Medicare and Medicaid matters, issues involving third-party payers, corporate and regulatory compliance matters, and administrative hearings and appeals. As denials and under-reimbursement become more prevalent from payers including Medicare Advantage Organizations and private insurance companies, Brittany often works with medical providers seeking reimbursement for or defending against the denial of claims submitted to various payers.

Faye Skyes, Scarlett Oak Financial Services

Social Security

Faye Sykes NSSA of Social Security Benefit Planners was the 2019 National Social Security Advisor of the year winner. A native of Madison, Wi, Sykes graduated from Syracuse University and became a wealth manager in 2005. After years in the business she found that when people did not plan around social security it often left a less than ideal retirement with little options after choices have been made. Helping pre-retirees navigate this overwhelming but important government program has become a passion. Sykes owns two companies Scarlet Oak Financial Services a fiduciary fee based planning firm and Social Security Benefit Planners where they provide flat fee social security planning based in Atlanta GA.