
2018 COUNCIL EVENTS

LEADERSHIP FORUMS

February 5 – 8	Legislative & Working Groups Summit	Washington, D.C.
May 29 – June 1	Employee Benefits Leadership Forum (EBLF)	Colorado Springs, Colo.
September 29 – October 3	Insurance Leadership Forum (ILF)	Colorado Springs, Colo.

WORKING GROUPS

February 5 – 8	Legislative & Working Groups Summit	Washington, D.C.
June 6 – 8	CFO & Finance Managers Conference	Charleston, S.C.
June 11 – 12	Legal Counsel Working Group	Washington, D.C.
September 12 – 13	HR Working Group	Washington, D.C.
September 20	CFO Working Group	Conference Call
September 28 – 29	International Working Group	Colorado Springs, Colo.
October 24 – 25	CIO Working Group	Washington, D.C.
November 7 – 8	Marketing & Communications Working Group	Washington, D.C.
November 12 – 13	Legal Counsel Working Group	Washington, D.C.
Date TBA	Claims and Risk Management Working Group	Washington, D.C.

LEADERSHIP ACADEMY

EXPERIENTIAL WORKSHOPS

February 20 – 22	Broker Smackdown – International	Prague, Czech Republic
March	Leadership Lessons from World War II	New Orleans, La.
March 13 – 15	Broker Smackdown – South	Atlanta, Ga.
April 10 – 12	Benefits Broker Smackdown	Scottsdale, Ariz.
April 24 – 26	Targeting Team Leadership	Adairsville, Ga.
May 8 – 10	Broker Smackdown – West	Napa Valley, Calif.
May 15 – 17	Commanding the C-Suite	Gettysburg, Pa.
July 10 – 12	Broker Smackdown – Midwest	Chicago, Ill.
October	Grow Your Book of Business	Location TBA

VIRTUAL WORKSHOPS

January	Creating Positive Outcomes from Difficult Conversations	Online
February	Sales Management Fundamentals	Online
March	Company Culture for Today's New World	Online
April	Building Your Mentoring Network	Online
May	The Leader Coach	Online
June	Customer Experience	Online
July	Time Management Essentials	Online
August	Problem Solving & Decision Making	Online
September	Change Management	Online
October	Building Long-Term Business Relationships	Online
November	Flexible Leadership	Online
December	Recruiting & Hiring	Online