

# 2024 SILA National Education Conference

Sunday October 20

## Opening Day Activities

---

10:00am-11:00am PT

### Exhibitor Meeting

General

This meeting will prep exhibitors for conference exhibit activities, meet the exhibit service contact and hear set-up, tear-down instructions.

---

12:00pm-6:00pm PT

### Conference Registration Opening

General

Conference registration opens for attendees.

---

1:00pm-2:00pm PT

### New Attendee Orientation

General

SILA extends a special recognition and welcome to attendees who are attending the National Education Conference for the first time. This session will provide new attendees with an introduction to the conference program and tips to best network with industry peers. Come and learn how to get the most out of the conference venue.

---

2:00pm-3:00pm PT

### SETS Subgroup Meeting

General

The 3rd Quarter SETS Subgroup meeting will be held in-person at the SILA Conference. Plan to join us to discuss education issues affecting the insurance licensing industry.

---

2:00pm-3:30pm PT

### FINRA CRED Outreach

General

FINRA is looking forward to hosting industry for an in-person (on-site only, roundtable and interactive format) at the SILA Conference. Securities member firms are invited to provide feedback on FINRA systems, operations, rules, and policies. RSVP Registration is required at: [here](#) .

---



2:00pm-3:30pm PT

### Regulator Only Meeting (Securities)

Securities

This session is reserved for securities regulators to meet and cover regulator-specific topics.

---

2:00pm-3:30pm PT

**Regulator Only Meeting (Insurance)**

General

This session is reserved for insurance regulators to meet and cover regulator-specific topics.

---

3:00pm-6:00pm PT

**Exhibitor Fair & Welcome Reception**

The Exhibitor Fair and Welcome Reception is the official start to the 2024 SILA National Education Conference. Come to this fun event and meet SILA attendees and discover products and services that are available to securities and insurance licensing professionals.

General

*Monday* **October 21**

**Monday Sessions**

---

7:00am-8:00am PT

**Breakfast & Exhibitor Fair**

General

Breakfast open for all attendees. Continue visiting with the Exhibitors!

7:00am-5:00pm PT

**Conference Registration**

General

Conference registration desk opens.

---

8:00am-8:45am PT

**General Session Opening**

General

Come and experience the opening of the 2024 SILA Conference with entertaining and educational topics focused on our industry.

---

8:45am-9:45am PT

**Keynote: The Gratitude Promise**

**Mark Hiltz**  
Researcher and Speaker

This keynote presentation will help attendees navigate the challenging sea of change by encouraging them to be grateful for their blessings. Being grateful is good for us and scientific research proves it. Join us to learn what modern science tells us about gratitude and why it isn't always natural to be grateful. Also, learn what we can do to



overcome things that stand in our way of being grateful every day. In this fun and energetic keynote, Mark Hiltz, gratitude speaker and researcher, will help us find joy and navigate change by recognizing and appreciating the relationships, experiences and gifts in our lives today.

General



---

9:45am-10:00am PT

**Beverage Break**

General

---

10:00am-12:00pm PT

**Regulator Updates**

LHPCV

Join us to hear crucial state licensing updates from insurance regulators that may impact your backoffice processes. Two different regulator panels will share current and planned licensing and education changes.

10:00am-12:00pm PT

**FINRA Initiatives, Industry Engagement, and projects under consideration for 2025**

Securities

Hear from FINRA staff about ongoing initiatives, including changes to FINRA Gateway, FinPro, the WebEFT sunset and APIs, and the Financial Learning Experience at FINRA. Also hear the latest about FINRA's Industry Engagement program and future initiatives under consideration.

---

12:00pm-1:15pm PT

**Lunch**

General

Lunch open for all attendees. Continue visiting with the Exhibitors.

---

1:15pm-2:15pm PT

**NASAA 1 – IAR CE and EVEP****Securities**

The IAR CE Program will soon enter its fourth year. Join us for a NASAA panel to hear recent developments regarding the investment adviser representative continuing education (IAR CE) program and the exam validity extension (EVEP) program. Panelists are from NASAA's home office and several states, providing session participants with the opportunity to ask questions regarding these significant programs.

1:15pm-2:15pm PT

**Agency-Carrier Open Forum, Part 1 – Staying afloat with agency and carrier best practices****LHPCV**

Let's dive into the licensing challenges encountered within the agency and carrier environments and discuss best navigation licensing and compliance tips to remain above board in meeting regulatory challenges.

1:15pm-2:15pm PT

**Surplus Lines: Smooth Sailing or Strong Headwinds?****Surplus**

Join a panel of experts and leaders in the world of Surplus Lines to hear about important trends, challenges, and opportunities in the non-admitted market.

1:15pm-2:15pm PT

**Regulator Q&A Session 1****LHPCV**

Insurance regulators will be grouped into smaller sessions for an interactive Q&A exchange with conference attendees. Ask questions or simply listen to the information exchange. The list of states participating in these sessions will be released closer to the conference date.

---

2:15pm-2:30pm PT

**Break****General**

---

2:30pm-3:30pm PT

**NASAA 2 - State Registration Issues****Securities**

State securities regulators will provide a regulatory outlook and discuss current topics and issues, including those impacting firm, branch, and representative registration.

2:30pm-3:30pm PT

**Agency-Carrier Open Forum, Part 2 – Staying afloat with agency and carrier best practices****LHPCV**

Discussions continue with agency and carrier representatives regarding ways to stay above board with licensing and compliance challenges.

2:30pm-3:30pm PT

**Adjuster Licensing: A smooth sea never made a skilled sailor**

## Adjuster

Climb aboard to review the unique challenges that occur in the adjuster licensing process and create a discussion on improving licensing efficiencies to help industry and regulators navigate the choppy waters together. After becoming an experienced licensing sailor, you will be able to “adjust” your sails to steer your compliance ship into smooth waters, successfully navigating the seas of change.

2:30pm-3:30pm PT

**Regulator Q&A Session 2**

## LHPCV

Insurance regulators will be grouped into smaller sessions for an interactive Q&A exchange with conference attendees. Ask questions or simply listen to the information exchange. The list of states participating in these sessions will be released closer to the conference date.

---

3:30pm-3:45pm PT

**Beverage Break**

---

3:45pm-5:00pm PT

**Around the Country**

## General

This is an informal session designed for industry to personally meet insurance and securities regulators and address specific regulatory issues. In addition to the regulators, the Testing Providers, NAIC, NIPR, Sircon-for-States, NASAA and FINRA will also be available to answer questions that you may have regarding their services and support.

*Tuesday* **October 22**

**Tuesday Sessions**

7:00am-8:00am PT

**Breakfast & Exhibitor Fair**

## General

Breakfast open for all attendees. Continue visiting with the Exhibitors.

7:00am-5:00pm PT

**Conference Registration**

## General

Conference registration desk opens.

---

8:00am-8:45am PT

**General Session & Designation Recognition**

## General

SILA continues its General Session presentations to include its award and designation recognitions. The SILA Foundation will also provide an update and recognize its Footprint recipient. Join us to congratulate these

accomplishments.

---

8:45am-9:45am PT

**Keynote: Artificial Intelligence and Insurance: A Race to Innovate**

Fred Karlinsky, Esq.  
Greenberg Taurig, P.A.

There is a race across the insurance industry to employ quickly evolving Artificial Intelligence technology to improve efficiency and customer service. This discussion will address the tension between the race to apply Artificial Intelligence while maintaining regulatory compliance and consumer confidence.

General



---

9:45am-10:00am PT

**Beverage Break**

General

---

10:00am-12:00pm PT

**Regulator Updates**

LHPCV

Join us to hear crucial state licensing updates from insurance regulators that may impact your backoffice processes. Two different regulator panels will share current and planned licensing and education changes.

10:00am-11:00am PT

**Residential Supervisory Locations / Remote Inspections**

Securities

Hear from FINRA staff about Residential Supervisory Locations (RSL), including changes to the FINRA Gateway to help you report and track your RSLs. Also hear the latest on the Remote Inspections pilot.

10:00am-11:00am PT

**RegEd: How Smart Automation Can Drive Efficiency and Reduce Costs for Licensing Operations**

LHPCV

Join a panel of some of the industry's most experienced experts in onboarding, licensing, and registration, who will discuss key challenges and opportunities facing the industry in these changing times. This session will delve into ways that advanced automation empowers leading insurance organizations to reduce costs and eliminate NIGOs. Topics will include Agency Onboarding, Producer and Adjuster Licensing, Hierarchy Management, M&A Support, and Producer Data Maintenance. Presenters will also highlight the transformative impact of integrations within the broader insurance technology ecosystem.

11:00am-12:00pm PT

**Vertafore: Challenges and Solutions for Licensing & Commissions Directors**

LHPCV

New to managing a producer licensing and/or commissions department? Maybe you're new to insurance distribution or even the insurance industry itself? This session helps licensing and commissions leaders understand the environment they are operating in, including the terminology and challenges they may be facing. If you already know these challenges inside and out, come help others learn what they're up against!

11:00am-12:00pm PT

**Securities Hot Topics**

Securities

What is "hot" in the securities industry today? What regulatory issues, questions, concerns are you currently dealing with as a Licensing professional? Chances are your peers in the securities industry at other firms are grappling with those same issues, questions, and concerns. Come hear from your peers on what topics they are focusing on, any updates they are aware of on those topics and best practices they have in place to handle them.

---

12:00pm-1:15pm PT**Lunch**

General

Lunch open for all attendees. Continue visiting with the Exhibitors.

---

1:15pm-2:15pm PT**Securities Open Forum - Industry Only**

Securities

Plan to attend this session to help navigate the sea of change by networking with your Registration/Compliance peers facing many of the same challenges as you. Take this opportunity to raise questions and share experiences around recent regulatory changes. To get the most out of this session come with questions and a willingness to participate in conversations.

1:15pm-2:15pm PT

**Uniformity in Education Requirements: Smooth Sailing or Rough Waters Ahead?**

LHPCV

Join this session as we unravel where we are heading when it comes to uniformity regarding continuing education, preclicensing, and product-specific education requirements.

1:15pm-2:15pm PT

**Broker Compensation: Between the Devil and the Deep Blue Sea**

LHPCV

Commissions, fees, and other forms of permissible compensation are a complicated affair. Who can charge what and when and how? Make sure your policies and processes are ship shape and not springing a leak by attending this session and learning the ropes of proper compensation compliance.

1:15pm-2:15pm PT

**Regulator Q&A Session 3**

LHPCV

Insurance regulators will be grouped into smaller sessions for an interactive Q&A exchange with conference attendees. Ask questions or simply listen to the information exchange. The list of states participating in these sessions will be released closer to the conference date.

---

2:15pm-2:30pm PT**Break**

General

---

2:30pm-3:30pm PT**Securities Regulators Q&A Exchange**

Securities

Come and join an open forum discussion with securities state regulators, NASAA and FINRA.

2:30pm-3:30pm PT

**Adjuster Open Forum**

Adjuster

Join the SILA Adjuster Licensing Subgroup (SALS) for the annual open forum to collaborate on current hot topics that impact Adjuster licensing, to learn about 2024 Task Force progress, and to help determine future SALS Task Forces.

2:30pm-3:30pm PT

**Steering through TPA and MGA Licensing Tides**

LHPCV

Attend this workshop to acquire foundational insights into the roles and functions of TPAs and MGAs, as well as to explore the unique licensing prerequisites for these specialized licenses.

2:30pm-3:30pm PT

**Regulator Q&A Session 4**

LHPCV

Insurance regulators will be grouped into smaller sessions for an interactive Q&A exchange with conference attendees. Ask questions or simply listen to the information exchange. The list of states participating in these sessions will be released closer to the conference date.

---

3:30pm-3:45pm PT



**Beverage Break**General

---

3:45pm-4:30pm PT

**Securities Networking**

## Securities

Still looking for a chance to connect with industry peers and maybe share some conference takeaways? Have a question you still want answered or clarified? Looking to exchange contact information with someone you found informative and/or in a similar role as you and haven't found the time to do so? Join us for the final Securities session and take advantage of a relaxed environment setup for socializing and networking with other securities attendees. A nice way to wind down from information overload and ensure you take full advantage of developing peer relationships that last outside of the conference environment.

---

3:45pm-4:30pm PT

**Surplus Lines: Ship Shape or about to Walk the Plank?**

## Surplus

Are you successfully navigating the surplus lines waters or are you caught in a compliance whirlpool? All hands on deck for an engaging open forum discussion of the licensing, filing, and related compliance challenges and best practices in the non-admitted market.

---

3:45pm-4:30pm PT

**1033 Waivers in Insurance – What Are They, and How Do They Work?**

## LHPCV

While licensing administrators and regulators alike prefer clean and uncomplicated applications for an insurance license, reality is messy. And, with 18 U.S. Code § 1033, if you've engaged in a felony that involves a breach of trust or an act of dishonesty, you're going to have to overcome barriers if you want to get into the insurance industry. This session explores how licensing administrators and regulators navigate the 1033 process.

---

5:00pm-7:00pm PT

**SILA Foundation Cornhole Reception**

## General

Come and join the fun! The SILA Foundation is hosting its annual fundraising event – a Cornhole (Bean Bag Toss) tournament. Enter to play or just come and watch. Open to all members and guests!

**Wednesday October 23**

## Wednesday Sessions

7:30am-8:15am PT

### Breakfast

#### General

Come and experience the recap of the 2024 SILA Conference and be a part of the last two important sessions affecting all SILA members.

---

8:15am-9:15am PT

### Securities and Insurance Legislative Updates

#### General

This popular session provides a rundown of the hottest regulatory/legislative developments impacting the securities and insurance industries.

---

9:15am-10:15am PT

### Regulatory Systems Updates

#### General

Come and learn about recently released or planned enhancements to regulatory systems that will benefit the industry by further streamlining processing and information. Systems highlighted in the discussion include SBS, NIPR, Sircon-for-States and FINRA.

---

10:15am-10:30am PT

### Closing Session

#### General

Join us in this conference summary wrap-up that will recap the 2024 SILA conference experience and excite you for next year's conference. Prize drawings will be announced in addition to other surprises that you won't want to miss.