OCTOBER 13 & 14
ACT TECH SUMMIT 2021

Wednesday - October 13, 2021

Time	Session	Description
12:00 - 12:45 pm EDT	What's Ahead in the Post-Pandemic Industry?	What will be the new way to process business in your agency in 5 years? Learn real steps on how to get ahead, and stay ahead of our competition.
1:00 - 1:45 pm EDT	What You Need to Know About Managed Service Providers (MSP)?	Why you should have an MSP to monitor your hardware and software, and what to look for in this vendor partnership. This session will also focus on cybersecurity of agent data.
2:00 - 2:45 pm EDT	Mining Agency Data	How do agents access and make sense of the valuable data in their systems? We'll discuss how this data can be used to increase revenues via increased sales and greatly improved service.
3:00 - 3:45 pm EDT	Scaling Your Tech Stack	This session will help guide you through a more holistic & strategic look at your agency technology and workflow systems: Taking a strategic approach at building your Sales, Operations, and Leads Generation funnel.

Thursday - October 14, 2021

Time	Session	Description
12:00 - 12:45 pm EDT	How Can IAs Compete Against Direct Carriers?	Join the discussion sharing ways the IA distribution can not only compete, but succeed to a far greater degree than our direct competitors. Learn more about truly leveraging partnership, carrier selection, and partner resources to the greatest extent possible.
1:00 - 1:45 pm EDT	Carrier APIs	Join this session providing great insights by our carrier partners - What they're doing with APIs, the value they are creating with stakeholders, and the challenges they've faced along the way.
2:00 - 2:45 pm EDT	Blockchain Advancement in the IA Channel	Blockchain has been around for some time now - but the value prop hasn't been consistently clear. Join this session to learn about how Blockchain is poised to make huge impacts in our industry.
3:00 - 3:45 pm EDT	Agency & Industry Code of Ethics/Best Practices	With so many new partnerships, integrations, and cyber regulations there's never been a more crucial time to be clear & purposeful in running our businesses. This session will discuss credentials, adhering to multi-state regulations, and more.
3:45 - 4:15 pm EDT	INTERACTIVE WRAP-UP	Join this interactive discussion as we wrap up our virtual ACT Tech Summit. Share YOUR top takeaways from the sessions.