



Massachusetts Association of Health Underwriters
How Does Your Value Change Now?
January 13, 2017

PROFESSIONAL SERIES PART 1

Friday, January 13, 2017– Don't Miss This! Tommy McDonald, Vice President of MarshBerry & Co. kicks off MassAHU's Professional Series with the following impactful presentation: **How Does Your Value Change Now?**

A brief overview is that the employee benefits distribution marketplace has dramatically changed over the past 5 years. With the recent election results, the continued competitive pressure, and continued consolidation within the employee benefits consulting, agency and broker space, 2017 will most likely be another challenging but opportunistic year. This session **will focus on key trends for 2017, best practices of high performing firms, and actionable takeaways for firms looking to grow value.** And much more...

The Massachusetts Association of Health Underwriters invites **you** to our special professional seminars to help you maximize professional knowledge and outcomes.

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MassAHU Members: Free; Non-members: \$65.00

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Send Registration Form to MassAHU, Attn: Kate Bardsley, 91 Cedar Street, Milford, MA 01757 or fax to **508.634.2929**. If you have any questions about this course, please contact Kate Bardsley, Executive Director, at **508.634.7373** or email kbardsley@massahu.org.

CANCELLATION POLICY Cancellations received at ANYTIME will incur a \$15.00 penalty fee. Failure to cancel prior to the class date will result in loss of full registration fee.

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