



OCTOBER 16-20, 2017
The Westin Washington Dulles Airport



GET A 2018 CAPITAL TRANSFORMATION IN THE CAPITOL

	MONDAY	TUESDAY	WEDNESDAY		THURSDAY		FRIDAY
7AM			SOFTWARE FOCUS GROUP		IMPLEMENTATION FOCUS GROUP		
8AM	PRACTICE WITH PURPOSE* Mastering Medicaid	PRACTICE WITH PURPOSE* Mastering Client Attraction and Retention	PRACTICE WITH PURPOSE* Mastering Trust Design	TAPER AND REGISTRATION (BEGINS AT 7:00AM)		PRACTICE WITH PURPOSE* Mastering LWP Cloud-based Workflows	WHY DAY BUILDING THE TEAM FOR A ROCKING 2018! TAUGHT BY DAVE J. ZUMPANO (ENDS AT 1:00PM)
9AM				CREATING YOUR 2018 STRATEGIC MARKETING PLAN AND CALENDAR (BEGINS AT 8:00AM)			
10AM							
11AM							
12 PM	SUNDAY - 6:00PM PRACTICE WITH PURPOSE REGISTRATION AND WELCOME RECEPTION						
1PM	PRACTICE WITH PURPOSE* Mastering Medicaid	PRACTICE WITH PURPOSE* Mastering Client Attraction and Retention	WELCOME KEYNOTE SPEAKER JASON YOUNG & FIRM INTRODUCTIONS (1:00PM - 3:00PM)			LAW FIRM PROFITABILITY SUMMIT (ENDS AT 4:30PM)	
2PM			PRACTICE WITH PURPOSE* Mastering Trust Design (3:15PM - 6:00PM)	USING ANNUITIES & TRUSTS IN MEDICAID AND VA PLANNING – PRESENTED BY DALE KRAUSE (3:15PM - 4:30PM)	IMPLEMENT A MAINTENANCE PLAN (3:15PM - 6:00PM)		
3PM				STRATEGIC OUTSOURCING ALTERNATIVES (4:45PM - 6:00PM)			
4PM					BUS TOUR TO WASHINGTON, D.C. (BEGINS AT 5PM)		
5PM							
6PM							

*CLE CREDITS AVAILABLE. PRIOR PROGRAMS HAVE BEEN APPROVED BETWEEN 16-23 CREDITS (VARIES BY STATE).

For Additional Information And To Register Visit:
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