



MONDAY, NOVEMBER 29TH	
10:00a - 10:20a CST	WELCOME TO ACADEMY EMILY HANSON, EHIR Head of Innovator Relations
10:20a - 11:00a	EMPLOYER SALES CYCLE & PLANNING JERROD HELMS, Dario
11:00a - 12:00p	EMPLOYERS 101 SALLY WELBORN, EHIR Executive Director Advisory Services Eric Thome - State Farm, Joe Toniolo - US Foods, Shilpa Guthikonda - Sleep Number
BREAK	
1:00p - 2:00p	HOW TO LOSE AN EMPLOYER IN 10 DAYS JOSH RIFF, EHIR Founder Jason Parrott - Formerly Boeing, Nate Counts - Amtrak , Sonja Kellen - Microsoft
2:00p - 3:00p	2X1 ADVISOR BREAKOUT SESSIONS HASSAN AZAR, EHIR Executive Director Teri Wisness, Tami Graham, Barbara Wachsman, Marty Webb, Brian DeVore
3:00p - 4:00p	INSANELY ACTIONABLE EMILY HANSON, EHIR Head of Innovator Relations



TUESDAY, NOVEMBER 30TH

10:00a - 10:10a CST	DAY 2 OVERVIEW & INTRODUCTION
10:10a - 11:30a	INTEGRATION & IMPLEMENTATION PLAYBOOK HASSAN AZAR, EHIR Executive Director Rich Krutsch - Arcbest
11:30a - 12:00p	CMOD: CLINICAL OUTCOMES BARRY HALL, Executive Director - CMO onDemand Dr. Archana Dubey
BREAK	
1:00p - 2:00p	DIFFERENTIATING YOUR VALUE PROPOSITION JERROD HELMS, Dario
2:00p - 3:00p	2X1 ADVISOR BREAKOUT SESSIONS HASSAN AZAR, EHIR Executive Director Teri Wisness, Tami Graham, Barbara Wachsman, Marty Webb, Brian DeVore
3:00p - 4:00p	INSANELY ACTIONABLE EMILY HANSON, EHIR Head of Innovator Relations
6:00p - 7:00p	FIRESIDE CHAT - DIFFICULTIES OF WORKING AT A START UP HAPPY HOUR JOSH RIFF, EHIR Founder



WEDNESDAY, DECEMBER 1ST

10:00a - 10:10a CST	DAY 3 OVERVIEW & INTRODUCTION
10:10a - 11:00a CST	PANEL: WORKING WITH CONSULTANTS & BROKERS LEE LEWIS, HTA Gillian Printon - Mercer, David Kaplan - Formerly Mercer
11:00a - 12:00p	SELLING TO HEALTH PLANS RICH MONTWILL, HPIR ADVISOR
BREAK	
1:00p - 2:00p	DEMONSTRATE YOUR IMPACT IAN DUNCAN, Santa Barbara Actuaries Inc.
2:00p - 3:00p	2X1 ADVISOR BREAKOUT SESSIONS HASSAN AZAR, EHIR Executive Director Teri Wisness, Tami Graham, Barbara Wachsman, Marty Webb, Brian DeVore
3:00p - 4:00p	INSANELY ACTIONABLE EMILY HANSON, EHIR Head of Innovator Relations



THURSDAY, DECEMBER 2ND

10:00a - 12:00p CST	EMPLOYER PRICING MODEL BARBARA WACHSMAN, EHIR ADVISOR Matt Morrison, MGM Hassan Azar, EHIR Mike Adams, EHIR Advisor
BREAK	
1:00p - 2:00p	7Wire: Inside Baseball (Fundraising) LEE SHAPIRO, MANAGING PARTNER Robert Garber, Partner
2:00p - 3:00p	2X1 ADVISOR BREAKOUT SESSIONS HASSAN AZAR, EHIR Executive Director Teri Wisness, Tami Graham, Barbara Wachsman, Marty Webb, Brian DeVore
3:00p - 4:00p	INSANELY ACTIONABLE JOSH RIFF, EHIR Founder



FRIDAY, DECEMBER 3RD

10:00a - 10:10a CST	JUDGE PRE-FRAME (innovators do not join until 10:10a CST)
10:10a - 1:00p	PITCH COMPETITION <i>9 teams pitch for 10 mins. + 2 - 3 min Q&A</i> Judges: Jae Kullar - Delta, Jim Huffman - Fidelity, Dr. Rosemary Ku - United Ag, Mollie O'Brien- Nasdaq, Kinu Mann - Crown Castle, Jerrod Helms - Ginger
10:10a - 10:25a	VISANA HEALTH Joseph Connolly, Founder & CEO
10:25a - 10:40a	OSHI HEALTH Sam Holiday, CEO Brad Shepherd, VP of Business Development
10:40a - 10:55a	NAVVISA Vanessa Johnson, Co-Founder & CEO Ken Stineman, Co-Founder & COO
10:55a - 11:10a	HURDLE Kevin Dedner, Founder & CEO Lauren Wolfe, Chief Strategy Officer
11:10a - 11:25a	GENNEV Jill Angelo, Co-Founder & CEO Katherine Robinson, Manager, Patient Services and Administration
5 MIN. COFFEE REFILL/SNACK BREAK	
11:30a - 11:45a	FOLX HEALTH Dana Clayton, Interim COO Morgan Cheatham, Board Member
11:45a - 12:00p	CARDA HEALTH Harry DiFrancesco, CEO Andrew West, CPO
12:00p - 12:15p	CALIBRATE Isabelle Kenyon, CEO



	Kate Fagnoli, VP, Head of Strategic Initiatives
12:15p - 12:30p	BENEFIT BUMP Scott Liebman, Founder Crosby Spiess, Director of Operations
THANK YOU INNOVATORS! <i>Judging Panel - 15 min. break</i>	
12:45p - 1:00p	JUDGING PANEL REVIEW

