

MONTH	FEATURE FOCUS	ALSO INSIDE	BONUS CIRCULATION
JANUARY	2020 Industry Outlook Health, Life and more	CA's Editorial Board weighs in on: Self Insurance Wellness Travel Insurance Medicare LTC & more	San Diego AHU Sales Expo
FEBRUARY	The Generations Issue Survey: GA View from the Top	Employee benefits that matter How to sell life insurance to everyone Financial wellness across the spectrum New trends in dental and vision	NAHU Capital Conference Orange County AHU Business Development Summit
MARCH	Large Group Survey: Large Group View from the Top	Closing the large group sale Consumer driven health Medicare Advantage	Inland Empire AHU Sales Symposium
APRIL	The Vision Issue	Best practices for health sales success Insurtech Life settlements Annuities	LAAHU Annual Conference
MAY	Voluntary Benefits Survey: Voluntary Benefits View from the Top	401(k) Commissions Medicare Prescription Drugs Travel Insurance	CAHU Capitol Summit & Expo
JUNE	All About Ancillary Benefits	Prepaid Legal, Vision, Disability Dental & more	NAHU Annual Convention
JULY	Survey: Dental Carriers	Annuities COBRA Life and LTC Riders	National Conference
AUGUST	Medicare Insurtech	Consumer Driven Health Prescription Drugs Travel Insurance	AHU Medicare Senior Summit Inland Empire AHU
SEPTEMBER	Life Life Settlements Survey: Life View from the Top	Self-Funding Plans Voluntary Benefits Medicare Annuities 401(k)s	NAAIA National Conference LAAHU & VCAHU Senior Summit LISI Group & Worksite Benefits Conf. PERKS LA Employee Experience Expo Healthcare Retreat
OCTOBER	Open Enrollment Survey: Large Group Roundup ANNUAL INSURANCE DIRECTORY*	Consumer Driven Health (HSAs) Medicare Supplements Vision Pet Insurance	Employer Health Care CAHU Annual Convention & Symposium
NOVEMBER	Individual and Small Group Survey: Small Group Roundup	Travel Insurance Long-Term Care Life Insurance Medicare Vision Prescription Drug Plans	Alliance of Comprehensive Planners Annual Conference *CALIFORNIA BROKER INSURANCE DIRECTORY
DECEMBER	Voluntary Benefits Survey: Voluntary Benefits Carriers	Year in Review Critical Illness Genomic Testing Life Settlements Dental	A complete sourcebook for the entire insurance industry in California, Sources for 50 products, plus profiles of Health Carriers, Dental and Vision Plans, Brokerage Agencies with websites, broker phone numbers and emails.

EDITORIAL SUBMISSIONS

Please contact Victoria Alexander for all editorial submissions: editor@calbrokermag.com

Article submissions are required six weeks before publishing dates.

To participate in surveys and View from the Top, please contact Thora Madden: thora@calbrokermag.com