



# October Industry Calendar

## 2025 OCTOBER CONFERENCES

Oct 28 @ 11:30m-6pm EPI: 2025 Drive Value Regional Summit @ Costa Mesa, CA

## 2025 OCTOBER EVENTS

- Oct 08 @ 2:30-4:30pm EPI: Speed Dating: Always Know Who To Call! @ San Diego, CA
- Oct 09 @ 2:30-4:30pm EPI: Speed Dating: Always Know Who To Call! @ Costa Mesa, CA
- Oct 09 @ 11am-2pm CAHIP LA: Legislative Update and Carrier Panel @ Encino, CA
- Oct 15 @ 11am-1pm EPI: Leadership, Management And Accountability @ Westlake Village, CA
- Oct 19 @ 10am-12pm CAHIP Golden Gate: Trail Talks October 2025 @ Baker Beach, CA
- Oct 21 @ 3-5pm NAIFA: Valley Golf Happy Hour @ Fresno, CA
- Oct 22 @ 2:30-4:30pm EPI: Private Placement Life Insurance Isn't What You Think It Is @ LA, CA
- Oct 23 @ 11:30am-1:30pm EPI: Scaling Beyond The Plateau @ Norco, CA
- Oct 29 @ 5-7pm EPI: Fall Mixer 2025 - The Greater LA & Conejo Valley EPI Chapters @ LA, CA

## VIRTUAL EVENTS

- Oct 02 @ 4-4:45pm NABIP: President's Pitstop with Susan Rider - Zoom
- Oct 06 @ 2:30-4pm EPI: Meeting Your Clients Where They Are With Sean Hutchinson - Zoom
- Oct 08 @ 12-1pm NABIP: Command the Shield: The Cino Security Intelligence Series - Webinar
- Oct 14 @ 2-3pm NABIP: New Membership Chairs - Zoom
- Oct 21 @ 8:30am-2pm NAIFA: HNW Sales Summit – NAIFA Greater Sacramento Valley - Podcast
- Oct 23 @ 12-1pm NABIP: New Member Orientation - Zoom

## SAVE THE DATE

- Nov 05 @ 11:30am-2pm NAIFA-SD + Strazzeri Mancini: The Advanced Planning Workshop Series @ SD, CA
- Mar 10 @ 8am-4pm CAHIP OC: Annual Sales Symposium

## BROKER RESOURCES

*Helping our brokers stay ahead of the curve with the latest news, events, trainings, and insights*

- Commission Solutions: 2025 Webinars
- Covered California: Great Benefits With Great Management Tools
- CRC Benefits: Broker Resources
- IEHP: Broker Resource Center
- Pinnacle: We Simplify Health Benefits Administration
- Sutter Health Plan: 2025 Health Topics

## READ, LISTEN, WATCH: Industry News to Grow Your Business

### *Industry News to Grow Your Business*

CRC Benefits Steps Forward After BenefitMall Rebrand to Power Broker Support Across California

By Jamie Zelewicz, Senior Vice President, Growth and Strategic Partnerships at CRC Benefits

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California Brokers Connect Clients with Access to St. Jude Wellness Center's Many Remote & Onsite Programs

By Megan Wroe, MS, RD, CNE, CLEC

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Reinventing Insurance Careers: Industry Veterans Share Strategies for Success in California

By California Broker Magazine's CEO Phil Calhoun in interview with Rich Coffin (Vice President of Membership, NAIFA-California) and his business partner and industry veteran Kelly R. Smith, Sr., CLU, ChFC, RFC

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Industry Insight: John Evangelista Discusses Product Trends & Broker Strategies for California's Evolving Market

By California Broker Magazine's Phil Calhoun in interview with John Evangelista, General Agent at Colonial Life

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