

Guest Speaker



Stuart Browning
Filmmaker

This is a "must-go-to-seminar" for every Minnesota health agent

Agents: The Solution or the Problem?

Two Credit CE Seminar (Approval Pending)

Sponsored by Professional Resource Group*

A Seminar and Luncheon Created by Agents for Agents

Choose One:

_____ Agents are the problem ♦ _____ Agents are the solution
No matter how you answer, you need to be at this agents' seminar.

- ◆ Minnesota health agents are coming together to present health care reform solutions. Come, learn, and then *add your two cents worth*.
- ◆ Minnesota is always a leader in health care policy. But who should set that policy; the free market (agents and their clients) or government (politicians micro-managing our industry)?
- ◆ Now is the time for us to work together with industry leaders to deliver real solutions. Let's make health care reform a *cooperative* movement.

Presenters (See Page Three for Bios):

Mark Fisher and Terry Hauer: Transparency, It's the Law
Susan McDonald: MN Department of Human Services-MNCare Ins & Outs
Greg Dattilo: The uninsured-The Real Problem and Real Solutions
Dave Racer: Emcee

Two Hour Continuing Education Credit - Course Content:

Insuring the Uninsured

Our job is to insure the uninsured, yet no one asks us how. But we know how to do it better than any other state; with the lowest uninsured rate anywhere in the U.S.A.

Why has no one told you the truth about the uninsured? Employers are pulling their weight. But the state is failing to insure the poor who are eligible for their programs.

Minnesota HHS data shows there's been an increase of 212 percent of uninsureds who are eligible for state programs, but who have not been enrolled. The state needs our help.

Get the knowledge and the tools to insure the uninsured. Agents will lead this movement.

Transparency: It's the Law

Wouldn't it help reduce health care costs if hospitals and doctors were required by law to give you a Good Faith Estimate before they start treating you (so you could actually shop for health care value)? Like the one that an auto mechanic has to give you before servicing your car? Surprise! These laws are already in force (but no one told the agents).

You'll walk out of this seminar armed with exciting tools that will help create competition among providers, and reduce health care cost, and do it quicker than any other available tool.

It's the agents' job to educate clients about these new laws. Come to the seminar and we'll tell you why, how, and what.

The Uninsured: The Real Problem & Real Solutions

Many health care reformers want you to believe that private health insurance is failing. But the state's own data says otherwise. We'll show you.

You'll be surprised who's been failing to insure the uninsured.

We'll give you real solutions to reduce the number of uninsured and the cost of health insurance.

And we'll give you all the information in a simple format, and an easy way of distributing it to everyone you know.

Perfect for use with clients, media...and even politicians.

Register online at freemarkethealthcare.com
Or print and mail page two of this form

* Professional Resource Group (PRG) is a Minnesota group of leading health insurance agents, working together to provide support, education, and leadership in the ongoing business of providing high quality health care products and services to clients.

\$75.00

Register after Sept. 19
or at the door

Agents: The Solution or the Problem?

Seminar & Luncheon
8:30 a.m.-1:30 p.m.

**September 24,
2007**

(Doors open 8 a.m.)
Registration 8:30 a.m.

Two Hour CE Course
(Approval Pending)
9-11:30 a.m.

Stuart Browning
Luncheon Speaker
(Lunch 11:30-Speaker to follow)

Marriott Mpls. West
9960 Wayzata Blvd.
Mpls, MN 55426

Ph: (952) 544-4400

Register online at:
freemarkethealthcare.com

**Or print and mail
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**Questions?
Call or email
Dave Racer:**

651.340.1911

dgracer@comcast.net

\$75.00

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Agents: The Solution or the Problem?

Two Credit CE Seminar (Approval Pending)

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Agents: The Solution or the Problem?

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A Seminar Created by Agents for Agents

Presenters:



Stuart Browning Special Guest Speaker

Before there was Michael Moore and Sicko, there was filmmaker Stuart Browning. From Florida, Stuart's powerful true video stories are making Americans think twice about government health care.

As seen on Hannity, heard and seen on scores of other TV and radio programs, you will be astonished at Stuart's first person report about the deadly effects of government health care, and the great advantages of free market reforms.

Check out his films at www.freemarketcure.com



Mark Fisher

Mark Fisher, with more than 30 years of health industry experience, is the president and founder of MedCare Compare. He is an adjunct professor in the Graduate School of Business, MBA programs, at the University of St Thomas.

Mark is the Past President of the Minnesota Medical Group Management Association and is a Fellow in the American College of Medical Practice Executives. He has served as CEO of MN Healthcare Network and Triium, administrator of the Stillwater Medical Group, Chief Administrative Officer of Park Nicollet Medical Center, Exec. V.P. for a multi-specialty medical group in Columbus, Ohio, and Business Manager for the Pediatric Department at the University of Minnesota.



Terry Hauer

Terry Hauer is one of the co-founders of MedCare Compare. He is responsible for the development and implementation of the marketing objectives and sales efforts.

Terry has over 20 years of marketing experience in small to large companies, including Fortune-200 companies such as Caterpillar and JI Case. He has developed and implemented local and national marketing communications programs and is currently a partner in WordsWorth Marketing Communications, Inc.



MN DHS
Susan McDonald

Susan McDonald serves as Health Care Purchasing Coordinator for the Minnesota Department of Human Services. Her principle task is to coordinate health care purchasing reforms with other state agencies and private sector purchasers. She represents DHS' reform activities in purchasing health care services for Minnesota Health Care Programs (MHCP). These Reforms directly affect state-paid health care programs.

Susan served as the Director of Gov. Pawlenty's Health Cabinet and Health Policy Liaison to US Senator Norm Coleman. Susan holds a BA from the Collage of St Catherine and post-baccalaureate degree in Legal Studies from Hamline University in St Paul Minnesota.



Greg Dattilo

Greg Dattilo has worked for more than 30 years as an employee benefits consultant. He earned the CEBS designation in 1993, from Wharton School of Business. In 1995, he earned the status of Fellow with the International Society of CEBS. He became a Certified Financial Planner in 1984.

Greg is the CEO of Dattilo Consulting, Inc., and ClientServ, LLC, in Minneapolis, Minnesota. Greg is the co-author of *Your Health Matters: What you need to know about US health care* (Alethos Press LLC, 2006), and *FACTS: Not Fiction: What really ails US health care* (Alethos Press LLC, 2007).



Dave Racer
Emcee

Dave Racer is an author, editorialist, essayist and public speaker. His books include true crime, political and social commentary, Christian and secular fiction, and biographies. His editorials and essays cover a wide range of contemporary and historical issues.

During much of the 1990s, Dave hosted *The Dave Racer Show*, a daily radio program in the Twin Cities. He is the former publisher of *Dave Racer's Minnesota Report*, a monthly tabloid investigative newspaper.

Dave is the co-author of *Your Health Matters: What you need to know about US health care* (Alethos Press LLC, 2006), and *FACTS: Not Fiction: What really ails US health care* (Alethos Press LLC, 2007).

MAP & DIRECTIONS



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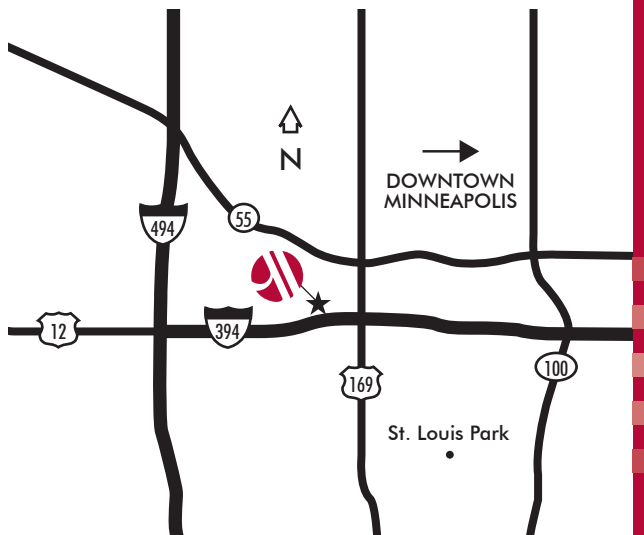
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Directions from the Minneapolis/St.Paul International Airport

Take 494 West to Highway 169 North; go past 394 and take Betty Crocker/Shelard Parkway exit; turn left at lights (cross 169), follow Shelard Parkway.

Directions from the East

Take Interstate 394 West to Highway 169 North; take the first exit (Betty Crocker/Shelard Parkway); turn left at lights (cross 169); follow Shelard Parkway.

Directions from the West

Take Interstate 394 East to the Hopkins Crossroads Exit (County Road 73); go right (cross 394); take right onto Frontage Road; take a left onto Shelard Parkway.

Directions from the North

Take Highway 169 South to Betty Crocker/Shelard Parkway Exit; turn left at lights onto Shelard Parkway.