



**NAIFA-Idaho 2026 State Convention**  
***AI Unlocked: What Advisors Can Use Today***  
**Friday, May 8<sup>th</sup>, 2026**

Canyon Crest Event Center | 330 Canyon Crest Drive, Twin Falls, ID

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| 8:30 a.m.  | Registration Open   |
| 9:00 a.m.  | Welcome   |
| 9:10 a.m.  | <b>Systems First, Tech Second: The Step-by-Step Framework Independent Agents Use to Automate Their Agency the Right Way</b><br>Mariah Gates, Accelerated Automation   |
| 10:00 a.m. | <b>The Future of Medicare: Where is Medicare Going? <i>(CE pending)</i></b><br>Andrew Polish, Fenyx Health  |
| 10:50 a.m. | Break   |
| 11:10 a.m. | <b>Generative AI: Boondoggle or Boon? <i>(CE pending)</i></b><br>Steve Sabol, Pacific Life  |
| 12:00 p.m. | <b>Lunch &amp; Update from NAIFA-National</b><br>Carina Hatfield  |
| 1:00 p.m.  | <b>The Modern Advisor: Using Visibility, Trust, and AI to Become Inevitable <i>(CE pending)</i></b><br>Patrick Murakami, Main Street Independent Insurance  |
| 1:50 p.m.  | Break   |
| 2:05 p.m.  | <b>Artificial Intelligence in Financial Planning: Ethical Use, Risks, and Regulatory Considerations <i>(CE pending)</i></b><br>Trent Yost, Red Cedar Wealth Advisors<br>Lance Kolbet, University Financial Group<br>Patrick Murakami, Main Street Independent Insurance |
| 2:55 p.m.  | <b>AI for Insurance Professionals: Practical Use, Risk, and Compliance in the Real World <i>(CE pending)</i></b><br>Mariah Gates, Accelerated Automation  |
| 3:45 p.m.  | No-Host-Reception   |