

## HBA 2023 SEMINAR PROGRAM

**VENUE:** RACV City Club, 501 Bourke Street, Melbourne 3000

DAY 1 - THURSDAY 16TH FEBRUARY		
9am - 12pm	Registrations Open	
12pm	Lunch and Networking	
1pm	Opening Address and Welcome - Jane MacDonald, CEO - Hearing Business Alliance	
1.15pm	Future Trends in Hearing Healthcare - Dr Brent Edwards, Director - National Acoustics Laboratory	
2pm	Evolving into Effortless: Starkey's Next Generation of Hearing – Dr Judy Grobstein, Manager of Education and Audiology - Starkey	
2:30pm	How Signia Technology is Driving Consumer Hearing Aid Uptake – Phung La, Business Manager Independents - Signia	
3pm	Afternoon Break	
3:20pm	The Business Case for Wax Management in your Practice - Kaush Troy, Audire Hearing	
4pm	Future-proofing Independent Audiology – Geraldine Todd, Director of Sales ANZ - Widex	
4:30pm	Improving Clinic Margins in Challenging Times – Paul Jones, Head of Sales, Australia, NZ, Singapore, and Malaysia - GN Hearing	
5 - 7pm	HBA 2023 Seminar Welcome Drinks - Sponsored by Phonak	

DAY 2 - FRIDAY 17 <sup>™</sup> FEBRUARY		
9:30am	HBA 2022 Update - Jane MacDonald, CEO, Hearing Business Alliance	
9:45am	DVA Client Services and Your Business - Dr Jason Ridgway, Senior Allied Health Adviser, Health Branch, Chief Health Officer Division, Department of Veterans' Affairs	
10:30am	Digital Consent and Cybersecurity for Small Business - Scott Jefferis, CEO, Revolve IT	
11:15am	Morning Break	
11:45am	LinkedIn Masterclass for Business growth - Lucy Bingle, CEO, Australia's Leading LinkedIn Agency	
12:30pm	"I Don't Want to be Just Some Punter who's Walked Through the Door":	
	A Thriving Business is One that is Centred On People - Dr Caitlin Barr, CEO, Soundfair	
1:15pm	Lunch and Networking	
2:15pm	An Update from the Hearing Services Program'.	
	- Chris Carlile, Assistant Secretary, Hearing Services Branch, Dept. of Health and Aged Care	
2:45pm	HSP Discussion & Q&A Session - Gabriela Luksza, Director, Hearing Policy and Compliance, Hearing Services Branch, Dept. of Health and Ageing & Rob Aked, Director Hearing Voucher Operations, Hearing Services Branch, Dept. of Health and Aged Care	
3:30pm	Afternoon Break	
4:15 - 5pm	The Changing Landscape of Insurance in the Hearing Industry – Kevin Brown and Benjamin Singline, CEOs - HearSure Pty Ltd	
6:30pm	Pre Dinner Drinks	
7-10.30pm	HBA Dinner - Sponsored by GN Hearing	

DAY 3 - SATURDAY 18TH FEBRUARY		
9:30am	The Independent Sector & HBA's Strategic Direction - Stephen Logan, Business Manager, Hearing Business Alliance	
10:30am	Business Continuity Planning - Katie Bryan, Founder & CEO, Propeller Advisory	
11:15am	Morning Break	
11:45am	HR Compliance - Actions to Minimise Business Risk - Natasha Hawker, Managing Director, Employee Matters	
12:30pm	Understanding Your Legal Responsibilities - Tinashe Makamure, Senior Associate, Barry Nilssen Lawyers	
1:15pm	Lunch and Networking	
2:15pm	Consumer Behaviour Post-Pandemic - Katherine Toates, Marketing Director, The Marketing Department	
3pm	Ethical Business Practices in Audiology - Oliver von Borstel, CEO, Masters of Business Development	
3:45pm	HBA Chair Closing Address - Gayle Dicieri, Chair - Hearing Business Alliance	
4pm	Meeting Closed	