

Issue	Group Benefits	Voluntary Benefits	Selling Strategies	Source Lists	Special Sections	Bonus Distribution
JANUARY	Benefits administration	Dental	Cross-selling and/or bundling dental/vision	Dental	Consumer-driven	ICMG
FEBRUARY		Pharmacy	An enrollment from the inside: Storey sits in on an enrollment	Long-term care insurance	Special report: Wellness	Workplace Benefits Renaissance
MARCH – pre-show issue	Reform – one year later	Pet insurance	Forget Web sites, embrace social media	Exhibitors	Special report: Retirement	Benefits Selling Expo
APRIL – Show issue/ Broker of year finalists	Retiree health	Long-term disability insurance	Worksite roundtable	Long-term disability insurance	Consumer-driven	Benefits Selling Expo
MAY – post-show issue	Health care survey, Cards	Disability income insurance	Customer service	Disability income insurance	Special report: Disability	
JUNE	Self-funding	529s	Navigating past the gatekeeper	Critical illness insurance	Broker ambassadors	MDRT/NAHU
JULY	Medical tourism	Non-traditional benefits	Certifications	401(k)s	Consumer-driven	Workplace Benefits Mania
AUGUST	Stop-loss	Short-term disability insurance	Communicating with benefits managers	Third party administrators	Special report: Enrollment	Senior Market Expo
SEPTEMBER	Employer survey	Universal life insurance	Sell to big business	Universal life insurance	Special report: Life insurance	Benefits Forum & Expo, LIMRA Group Leadership
OCTOBER	Medicare update	Voluntary survey	Alternative marketing strategies	Employee assistance programs	Consumer-driven	Employer Health Congress
NOVEMBER – Readers' Choice	Long-term disability insurance	Legal	Overcoming objections	Legal	Special report: Third party administrators	NAILBA
DECEMBER	Enrollment	Vision	Top 100 sales and marketing ideas	Vision	Executive Forecast	
BUYERS GUIDE FOR BROKERS	Trends	Trends	Best sales ideas	Buyer's Guide	Product Spotlights	All shows in 2012

Editorial calendar subject to change.