

IIAN'S 37TH ANNUAL WINTER CONFERENCE



FEBRUARY 5-6, 2014

RAMADA—KEARNEY, NE

CONFERENCE PROGRAM

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Welcome Message from Farm & Small Agents Committee

Maureen Wagoner, Chairman



Welcome to the 37th Annual Winter Conference of the Independent Insurance Agents of Nebraska! The Farm & Small Agents Committee hopes that you have a great time at “MIDWEST MADNESS”. We have designed this year’s conference based on your feedback—and we hope you enjoy it!

This year’s conference features **concurrent Continuing Education sessions** with both the Agribusiness and Property/Casualty topics you requested the most, to “give you the edge” on the latest issues and trends, and provide the CE hours you need.

You also tell us that networking is one of the major benefits of the conference — after a “pressing” long day, don’t miss the Trade Fair and refreshments on Wednesday evening! Conference exhibitors and company reps will be there to give you the latest information on their products and services. It’s also the perfect setting to “hoop it up” with old friends and industry colleagues, and “recruit” with new ones. **“Winning” tip: get your Prize Card punched by every exhibitor — you’ll be eligible to win one of three \$100-dollar cash prizes to be drawn at the end of the Trade Fair. You must be present to win!**

After the Trade Fair, **“celebrate” at the Champion Prime Rib Buffet, which will feature fabulous food and a time for great dinner conversation.** No need to go out in the cold to keep the conversation going after the buffet—**enjoy our Hospitality Suite** in room #182 at the west end of pool area.

On Thursday morning we will “hit the hardwoods” with a light breakfast , followed by more dynamic education sessions. **On behalf of the Farm & Small Agents Committee, I invite you to learn, network, and have a good time!**

2013-2014 FARM & SMALL AGENTS COMMITTEE

Maureen Wagoner, Chairman	Ryder Rosacker McCue Huston
Adam Backer	QBE NAU
Pat Engel	Cornerstone Insurance Group
Roger Gruwell	Risk & Insurance Solutions, LLC
Shari Horn	Farmers National Company
Clint Kage	Columbia Insurance Group
Jeff Noble	Cornerstone Insurance Group
Sherry Paczosa	Nationwide Agribusiness
Curtis Smith	C.E. Smith Insurance & Fin Svcs
Jim Steider	James A. Steider Agency, LLC
Daughn Trapp	Valley Insurance Services, Inc.
Mark Weidner	Town & Country Agency

PROGRAM SCHEDULE

Wednesday, February 5, 2014

- 7:30 a.m. **Registration Opens**
 Hotel Guest— Hot Breakfast/ Non-hotel guests—Light Continental Breakfast
Sponsored by: Accident Fund Ins. Co of America
- 8:30 a.m. **Grand Opening/Concurrent Sessions**
- “A Walk Around the Farm - Property ” – (3 CEUs)Paradise 4**
 Sam Bennett, CIC, AFIS, CPIA
 Sponsored by: Columbia Insurance Group
- “ACE Insura—Commercial Lines Cases” – (3 CEUs) Jasmine/Hibiscus**
 Chris Amrhein, AAI
 Sponsored by: EMC Insurance Companies
- 9:45 a.m.....**Refreshment Break**
 Sponsored by: Farmers Alliance Companies
- 11:45 a.m. – 12:45 p.m.....**Lunch With The Lopers.....Azalea Ballroom**
 Special Guest Speaker: Dr. Paul Plinske , Athletic Dir. UNK
 Sponsored by: Markel FirstComp
- 1:00 p.m. **Concurrent Sessions**
- “A Walk Around the Farm - Liability ” – (3 CEUs)Paradise 4**
 Sam Bennett, CIC, AFIS, CPIA
 Sponsored by: North Star Companies
- “VU Top 10 -Personal Lines ” – (3 CEUs)..... Jasmine/Hibiscus**
 Chris Amrhein, AAI
 Sponsored by: Liberty Mutual
- 2:00 p.m.....**Refreshment Break**
 Sponsored by: Rain & Hail LLC
- 4:00 – 7:00 p.m.....**Trade Fair/Reception (2 hr Open Bar/Hors d'oeuvres) Paradise 1 & 2 & 3**
- 7:00 – 8:30 p.m.....**“Champion” Prime Rib BuffetAzalea Ballroom**
 Buffet Table Hosts:
- | | | |
|----------------------------------|---|--------------------------------------|
| <i>AAA Nebraska</i> | <i>Allied Insurance</i> | <i>ARMtech Insurance Services</i> |
| <i>Columbia Insurance Group</i> | <i>Continental Western Group</i> | <i>Diversified Crop Ins Services</i> |
| <i>EMC Insurance Companies</i> | <i>Farmers Mutual of Nebraska</i> | <i>Imperial PFS</i> |
| <i>Le Mars Insurance Company</i> | <i>Liberty Mutual Insurance</i> | <i>Markel FirstComp</i> |
| <i>North Star Companies</i> | <i>Patriot National Ins Grp/Guarantee</i> | <i>QBE NAU</i> |
| <i>The IMT Group</i> | <i>Rain & Hail LLC</i> | |
- 8:30 – 11:30 p.m.....**Hospitality Suites IIAN’s - Room #182**

PROGRAM SCHEDULE

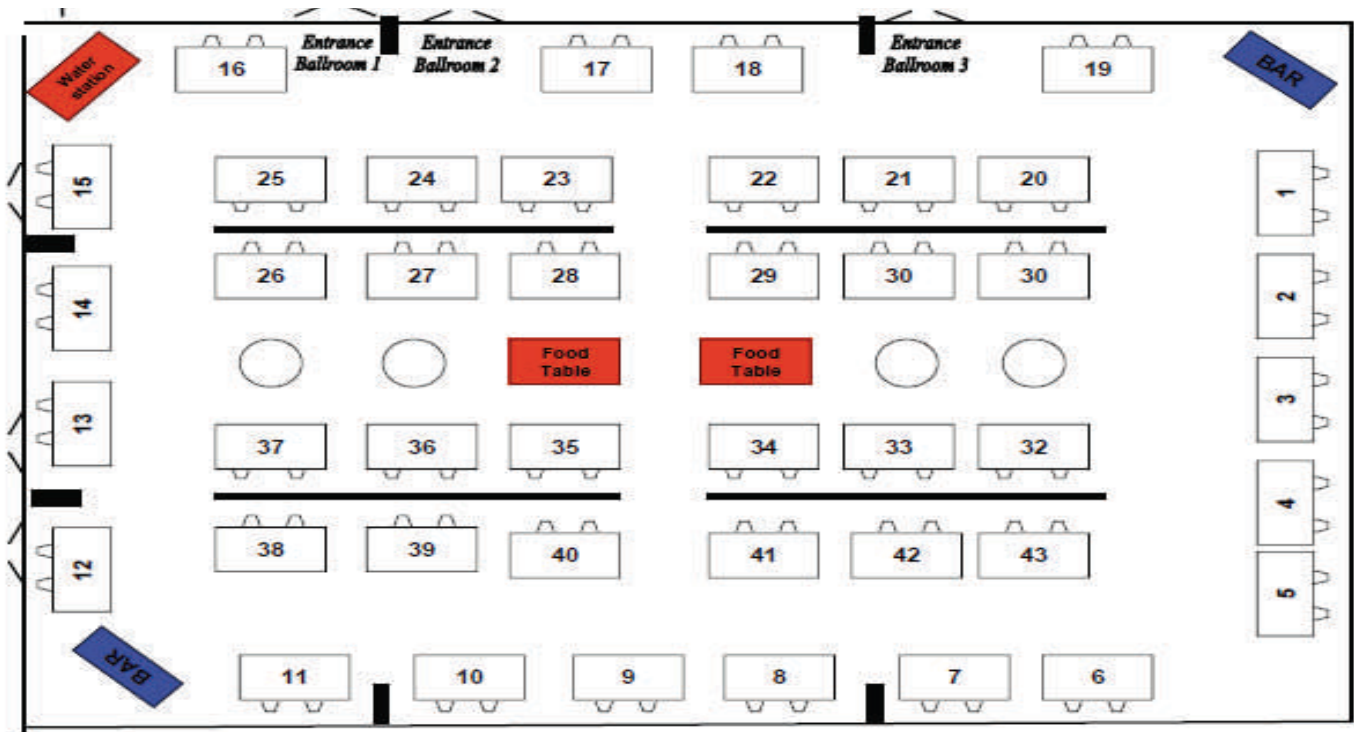
Thursday, February 6, 2014

- 7:30 a.m. **Registration Opens**
Hotel Guest— Hot Breakfast/ Non-hotel guests—Light Continental Breakfast
Sponsored by: Rural Community Insurance Services
- 8:30 – 11:30 a.m. **Concurrent Sessions**
- “If It Moves On The Farm, It Presents A Risk ” – (3 CEUs).....Paradise 4**
Sam Bennett, CIC, AFIS, CPIA
Sponsored by: Allied Insurance
- “Bippity, Boppity, Booze ” – (3 CEUs).....Paradise 3**
Chris Amrhein, AAI
Sponsored by: AAA Nebraska
- 9:45 a.m. Refreshment Break
Sponsored by: Travelers
- 11:30 a.m. – 12:30 p.m. **Big I Lunch.....Azalea Ballroom**
Sponsored by: The IMT Group
- 12:30 p.m.—3:30 p.m. **Concurrent Sessions**
- “The Good, The Bad, The Ethical ” – (3 Ethics).....Paradise 4**
Sam Bennett, CIC, AFIS, CPIA
Sponsored by: ARMtech Insurance Services
- “The Good, The Bad, The Ugly – ” – (3 Ethics).....Paradise 3**
Certificates of Insurance and Additional Insureds
Chris Amrhein, AAI
Sponsored by: Continental Western Group
- 1:30 – 2:00 p.m. **Refreshment Break**
Sponsored by: Iowa Mutual Insurance Company
- 3:30 p.m. Adjourn

General Sponsorships:

Allstate Insurance Company
Auto-Owners Insurance Company
Buckeye Insurance Company
Diversified Crop Insurance Services
Farmers Mutual of Nebraska
Imperial PFS
Le Mars Insurance Company
ProAG
Progressive
QBE NAU
Risk Innovations LLC

Trade Fair Map



- | | |
|---|--|
| 1. The IMT Group | 23. IIA of Nebraska/Trusted Choice |
| 2. AFS/IBEX Financial Services, Inc. | 24. NASC |
| 3. Rain & Hail LLC | 25. Imperial PFS |
| 4. Risk Placement Services, Inc. | 26. Patriot National Ins/Guarantee Ins. |
| 5. Allstate Insurance Company | 27. Yellow Van Cleaning Services |
| 6. AgriLogic Insurance Services | 28. McNeil & Co. Inc. |
| 7. Philadelphia Insurance Company | 29. Midwest Insurance Agency Alliance |
| 8. Le Mars Insurance Company | 30. ProAG |
| 9. Berkshire Hathaway Homestate Companies | 31. Columbia Insurance Group |
| 10. Risk Innovations LLC | 32. EMC Insurance Companies |
| 11. Continental Western Group | 33. Rural Community Insurance Services |
| 12. Ringwalt & Liesche | 34. Capital Premium Financing, Inc. |
| 13. AAA Nebraska | 35. SEMCAT |
| 14. Great American Insurance Group | 36. Allied Insurance/Nationwide |
| 15. Davidson Babcock | 37. ARMtech Insurance Services |
| 16. Producers XL | 38. Liberty Mutual |
| 17. Diversified Crop Insurance Services | 39. Mid-America Risk Managers, Inc. |
| 18. Muench Insurance LLC | 40. Central Financial Services/ The Essential Step |
| 19. Markel FirstComp | 41. Home Warranty, Inc. |
| 20. Paul Davis Restoration | 42. Burns & Wilcox |
| 21. AMERISAFE | 43. Travelers |
| 22. Dairyland Auto Insurance | |



2014 Winter Conference Exhibitors

AAA Nebraska

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AgriLogic Insurance Services

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Allstate Insurance Co

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AIM, ARE, AIC

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2014 Winter Conference Exhibitors

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Le Mars Insurance Company

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Mid-America Risk Managers, Inc.

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2014 Winter Conference Industry Partners

BRONZE:

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