

40th Annual Winter Conference & Trade Fair



February 1-2, 2017
Holiday Inn—Kearney, NE

Qualifies for AFIS and CISR
Updates and Up to 13 CEUs*

Register by January 18 for Early Registration Discount
Young Agent & Multiple Registration Discounts Available.

Register online at www.ian.org

Special Thanks to our 2017 Industry Partners!

DIAMOND:

Markel FirstComp
OCI Insurance
Risk Innovations LLC
The IMT Group

PLATINUM::

Columbia Ins Group
Donegal Ins Group
EMC Insurance
Farmers Mutual of NE
Iowa Mutual Insurance

GOLD:

AAA Nebraska
ARMtech Ins Services
Continental Western Grp
Diversified Crop Ins.
Grinnell Mutual Reinsurance Co.
Imperial PFS
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North Star Companies
ProAg
QBE NAU

SILVER:

Accident Fund Ins
Liberty Mutual
Progressive
Rain & Hail LLC
RCIS

BRONZE:

Auto-Owners Ins
Berkshire Hathaway GUARD
EMPLOYERS
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Midwest Regional Agency
Patriot National, Inc.
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Sagamore Ins Co.
Travelers
United Fire Group



INDEPENDENT INSURANCE
AGENTS OF NEBRASKA

Continuing Education—Concurrent Sessions

Wednesday, February 1, 2017

8:30 AM - 11:30 AM

Ag Session: When the Insured Has Outgrown the Farm Program (3 PC CEUs*)

Instructor — Cheryl Koch, CPCU, CIC, AFIS

Farm policies are meant to cover an insured's "farming operations", but **the reality is many of your customers may be deriving income from other non-traditional sources.** When is it time to consider moving to an Agribusiness or Commercial General Liability policy? Is it best to keep the Farm policy for farming operations and purchase other coverage, or put everything together in one policy? What are insurance companies doing to address these issues? **This session will help you determine when it's appropriate to use a Farm policy and when other coverage may be necessary.**

Ag Session: Crop Ins. Update (3 CEUs*)

Our panel of experts will give you an "insider's" view of developing Federal Crop Insurance program issues, including **what we might expect from the Trump administration for producers and agents.** You'll have the opportunity to speak your mind with our **top crop lobbyist in D.C. – Jen McPhillips**, and IIAN's member representative on the **National Crop Insurance Task Force – Todd Anderson.**

Then **Adam Backer with QBE NAU** will demonstrate how **reporting accurate records with automated precision can benefit your producers:** GPS technologies, precision planting, combine monitors and yield mapping, calibration reports and post-harvest yield maps . . . **and much more!**

Wm T Hold Seminar** (7 GEN CEUs NE/IA)

Instructor — John Dismukes, CPCU, CIC

Professional Liability Coverages & Solutions

After this session, you'll be able to explain why it is important to protect professionals from liability suits. **You'll examine the claims made versus occurrence issues** commonly found in this line of insurance and review some of the basic Professional Liability Form provisions.

****NOTE: Must attend both morning and afternoon sessions of the Wm T Hold seminar in their entirety to receive CE certificate. This program fulfills the annual continuing education requirement for CISR designees and CISR Elite designees.**

11:45 AM—12:45 PM — Lunch
"On The Hill"

Featuring Jen McPhillips
IIABA Vice President,
Federal Government Affairs



Top IIABA lobbyist Jen McPhillips will give you an update on how the Big "I" is protecting your interests in Washington, D.C.— from crop insurance to risk retention groups to holding the line on federal insurance regulation. Jen serves as liaison to both the IIABA National Crop Insurance Task Force and Flood Insurance Task Force.

1:00 PM - 4:00 PM

Ag Session: Pollution & Drones (3 PC CEUs*)

Instructor — Cheryl Koch, CPCU, CIC, AFIS

Did your customer get that drone they wanted for Christmas? What are the exposures surrounding UAV ownership and usage and how is that treated in personal and commercial insurance policies?

In today's world where everyone is concerned about the environment, pollution claims are on the rise. Once considered a "normal" part of agricultural operations, property owners and agribusiness operators are more likely than ever to face an allegation of damage to water, air or land.

Wm T Hold Seminar Continued

Homeowners - Problems & Solutions

Using a question and answer approach, you'll identify exposures faced by homeowners and learn how the ISO HO Form would respond. Each exposure area will be presented using the situational analysis method.

The exposure areas will include, but not be limited to, business operations, contractual liability, and watercraft coverage.

Personal Auto—Problems & Solutions

Agents will examine several of the common questions asked by consumers today about **coverage provided by their Personal Auto Policy.**

Continuing Education—Concurrent Sessions

Thursday, February 2, 2017

8:30 AM - 11:30 AM

ISO's 2016 Farm Program Review—Part 1

(3 PC CEUs*) Instructor — Cheryl Koch, CPCU, CIC, AFIS

In 2016, ISO released the most significant changes to their Farm program in a decade. In this session we will examine the changes made to the basic **Farm Property and Mobile Ag Equipment** forms, along with changes to endorsements and the newest coverage forms that may expand or reduce coverage, including:

- Farm Dwellings, Appurtenant Structures, and Household Personal Property
- Farm Barns, Outbuildings, and Other Farm Structures
- Mobile Ag Machinery and Equipment
- Livestock Coverage
- Revised Endorsements - Wind/Hail Deductible, Replacement Cost, Computer Coverage, Increased Limits . . . and more.

E&O Risk Management—Part 1 (2 Eth/ 1 Crop)

Instructor — John Dismukes, CPCU, CIC

Review the concepts of the law of agency, including how the agency relationship is established.

Part 1 will cover:

- **Crop Insurance —Reducing Your Agency's E&O Exposure**
- Agency/Carrier Relationships
- **Agency/Carrier Contracts**
- Compliance with State and Federal Law

Attendance by proper IIAN member agency personnel may qualify your agency for 10% E&O premium loss control credit. Personnel must attend a combined total of 6 hours of approved courses—Part 2 may be completed online. Contact Brenda Kaiser at the IIAN office with questions about your agency's attendance — 402-476-2951.

12:30 PM—3:30 PM

ISO's 2016 Farm Program Review—Part 2

(3 PC CEUs*) Instructor — Cheryl Koch, CPCU, CIC, AFIS

A continuation of the review of the significant changes to the Farm Program 2016 ISO changes.

We will examine the changes made to the basic **Farm Liability** forms, along with changes to endorsements and the newest coverage forms that may expand or reduce coverage, including:

- Farm , Personal, and Excess Liability's
- Umbrella
- Revised Endorsements - Additional Insureds, Business Activities, Insured Contracts, Custom Farming . . . and more.

We'll also review Nebraska Workers' Compensation issues and laws .

E&O Risk Management—Part 2 (3 Ethics CEUs)

Instructor — John Dismukes, CPCU, CIC

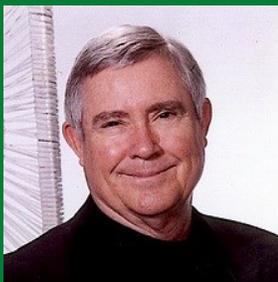
Review exposures that may cause an uncovered claim in order to identify areas that require the attention of an agency's risk management efforts.

Part 2 will cover:

- **An E&O claim—360° view**
- Reporting an E&O Claim
- **Limiting Exposures to Data Breaches**
- E&O Exposures when using Social Media.

Attendance by proper IIAN member agency personnel may qualify your agency for 10% E&O premium loss control credit. Personnel must attend a combined total of 6 hours of approved courses.—Part 2 may be completed online.

Your Instructors



John Dismukes, CPCU, CIC has over 35 years experience in the insurance industry as a company representative, independent agent, and insurance education director. Over 25 of those years were invested as an independent agent and agency owner in Tulsa, Oklahoma.

He is a National Faculty Member of the Society of CIC, and a certified instructor for IIABA, Westport/SwissRe, and Utica Mutual. In 1998 he formed his own training and consulting firm and since has conducted educational seminars and agency consultations in over 30 states.



Cheryl Koch, CPCU, CIC, ARM, AAI, API, AAM, AIM, AIS, ARP, ACSR, AFIS has worked in the insurance industry for a very, very long time. Over the years, Cheryl has served in nearly every capacity in an independent agency, as an Account Manager, Producer, and Agency Owner. She now devotes her time to agency

management consulting and training, and speaking at industry functions throughout the country. Cheryl is President and CEO of Agency Management Resource Group located in Roseville, California. She consults on marketing and sales, sales management, agency operations, automation, and strategic planning..

Schedule of Events

WEDNESDAY—FEBRUARY 1

- 7:30 AM Registration/Continental Breakfast
8:30—11:30 AM **CONCURRENT SESSIONS**
Hold Seminar: Professional Liability Coverages & Solutions (7 CEUs NE/IA)
- **John Dismukes, CPCU, CIC**
When the Insured Has Outgrown the Farm Program (3 CEUs*)
- **Cheryl Koch CPCU, CIC, AFIS**
Crop Insurance Update (3 CEUs*) - **Panel of Experts**
- 11:45AM—12:45PM **Lunch - “On The Hill” With Jen McPhillips**
IIABA Vice President of Federal Government Affairs
- 1:00 — 4:00 PM **CONCURRENT SESSIONS**
Ag Pollution and Drones (3 CEUs*) - **Cheryl Koch CPCU, CIC, AFIS**
- 1:00 — 4:30 PM Hold Seminar (Continued): HO and PAP Problems & Solutions
- 4:00 — 5:00 PM Young Agent Networking
4:00 — 7:00 PM **Industry Night and Trade Fair**
7:00 — 8:30 PM **Prime Rib and Shrimp Buffet**
8:30 — 11:00 PM **Young Agent and Company Hospitality Suites**

THURSDAY, FEBRUARY 2

- 7:30 AM Registration Opens/Full Breakfast Buffet
8:30—11:30 AM **CONCURRENT SESSIONS**
E&O Risk Management Part 1—**Including Crop Ins. Exposures** (2 Eth/ 1 Crop)
- **John Dismukes, CPCU, CIC**
Latest & Greatest...ISO's 2016 Farm Program Revisions Part 1 (3 CEUs*)
- **Cheryl Koch CPCU, CIC, AFIS**
- 11:30 AM—12:30 PM **Lunch — Focusing on the Future: Young Agents and New Talent**
- 12:30—3:30 PM **CONCURRENT SESSIONS**
E&O Risk Management Part 2 (3 Ethics)
- **John Dismukes, CPCU, CIC**
Latest & Greatest...ISO's 2016 Farm Program Revisions Part 2 (3 CEUs*)
- **Cheryl Koch CPCU, CIC, AFIS**

HOTEL ACCOMODATIONS

The Holiday Inn is located at 110 2nd Avenue—north of I-80 in Kearney.

A block of rooms is being held for IIAN until Wednesday, January 4, 2017.

Reference the IIAN Winter Conference when making your lodging reservation. The single/double rate is \$89.95, plus applicable taxes. **Phone the Holiday Inn at 308-237-5971.**

EARLY REGISTRATION/CANCELLATION

All prices increase by \$25 after January 18, 2017.

To receive the early bird discount, registrations must be received at IIAN by January 18th. We require 48 hours notice for refunds—a cancellation fee will apply. There will be NO REFUNDS for cancellations or “no shows” during the Conference. An agency/company may, however, send a substitute. Packages CANNOT be split between agents.

CE ATTENDANCE REQUIREMENT

Remember: You must attend all CE courses IN THEIR ENTIRETY in order to receive credit. Late arrivals will not receive CE credit nor be granted a refund of registration fee. You may still attend the session. **As of July 16, 2012 there is a \$1 per credit hour processing fee.**

PROPER ATTIRE & CONFERENCE ETIQUETTE

Business casual attire is appropriate for all sessions and meal functions. In respect for our speakers and other attendees, we request that **ALL CELL PHONES BE TURNED OFF** during official Conference sessions and activities. Attendees will be asked to donate \$5 to the IIAN Foundation for each cell phone interruption. “Back of the room” visiting is not allowed during CE sessions.

TITLE III ADA

In accordance with Title III of the Americans with Disabilities Act, we invite all registrants to advise us of any disability and any request for accommodation to that disability. Call IIAN at 800-377-3985 if you have questions.

INCLEMENT WEATHER

IIAN is required to provide food and room guarantees to the host facility prior to the Conference based on pre-registration numbers. In the event of inclement weather, IIAN reserves the right to determine the method and amount of any refund.

***CE CREDIT**

Approval for CE credits is pending by the Nebraska Department of Insurance. IIAN members will be notified as soon as courses are approved. Call IIAN with questions—800-377-3985 or 402-476-2951.