

Dear Auto-Owners Agent:

RE: NEBRASKA INNOVATIVE LEADERSHIP PROGRAM 2017/2018

GREAT NEWS! Auto-Owners is pleased to announce our support of the Innovative Leadership Program.

The Independent Insurance Agents of Nebraska (IIAN) designed this leader and agency development program for emerging independent agency leaders. The program is designed specifically for IIAN members by a team of experienced Nebraska agency managers and nationally recognized consultant Mary Eisenhart Belka. The attached [Innovative Leadership](#) outlines the program in detail and the requirements needed to complete the program.

Innovative Leadership allows current and emerging agency leaders an opportunity to focus on their professional development and leaderships skills, grow their agency and prepare their agency for perpetuation during the coming years.

Upon successful completion of the program, Auto-Owners will reimburse the agency 50% of the program tuition per registrant per every \$400,000 in written premium volume. For example, if an agency has two participants complete the program we would reimburse 50% of each participant's program tuition if the agency has \$800,000 or more in written premium..

Applicants for the program must be members of IIAN and have been in the industry for a minimum of three (3) years. Application forms are available at www.iian.org/innovativeleadership. Completed applications must be received by March 31, 2017.

IIAN will provide Auto-Owners a list of those agents who have successfully completed the program in order to provide reimbursement. Agencies should anticipate reimbursement on their February 2018 Agency Bill statement.