

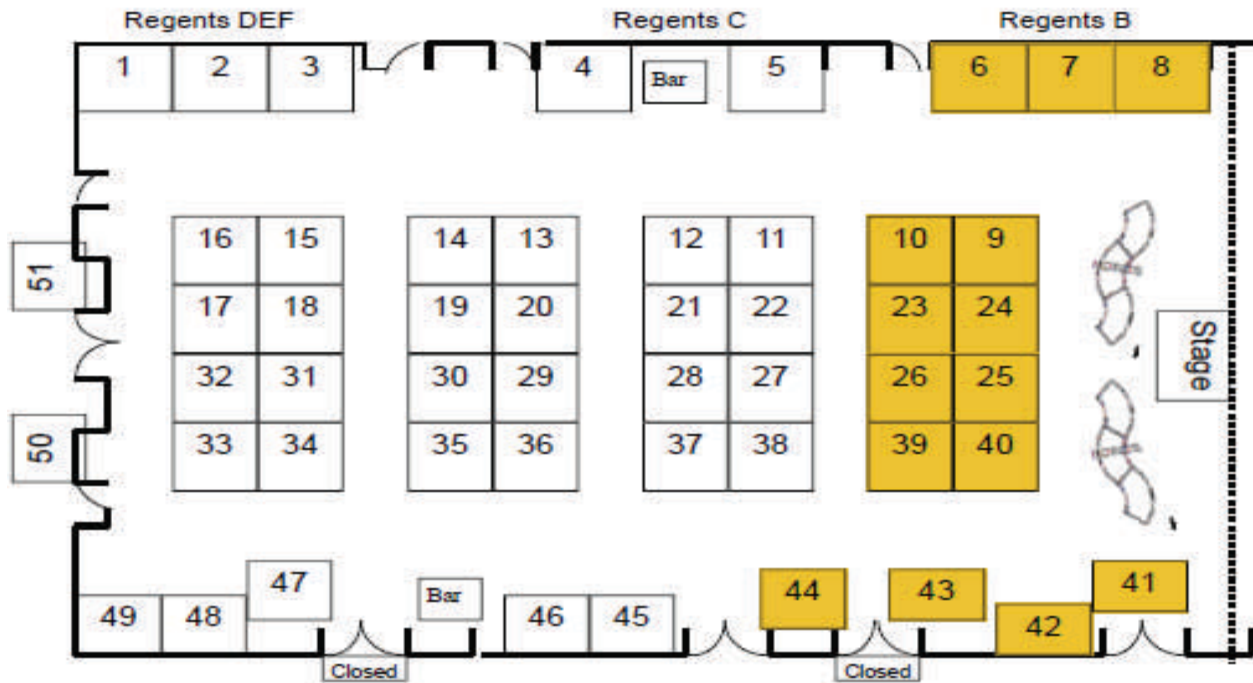
106th Annual Convention

*October 15-17, 2013
Embassy Suites
Lincoln, Nebraska*



Sponsor-Exhibitor Directory

A Special Thank You to Our 2013
Exhibitors, Industry Partners And
Convention Sponsors



Please Note: Booths Highlighted in yellow will not be able to set up until 2 pm due to an IIAN function held in Regents B.

- | | |
|--|---|
| 1. Senior Insurance Marketing | 26. Imperial PFS |
| 2. Patriot National Insurance Group | 27. Pennsylvania Lumbermens Mutual Ins. |
| 3. Continental Western Group | 28. ADM Crop Risk |
| 4. The IMT Group | 29. Risk Innovations |
| 5. Columbia Insurance Group | 30. Ringwalt & Liesche |
| 6. N American Software Associates | 31. Rural Community Insurance Service |
| 7. Certified Restoration Drycleaning Network | 32. EMC National Life Company |
| 8. Hull & Company | 33. The Institutes |
| 9. Muench Insurance, LLC | 34. Quomation Insurance Services |
| 10. NCMIC Finance Corporation | 35. Davidson-Babcock |
| 11. Liberty Mutual | 36. Capital Premium Financing, Inc. |
| 12. AMERISAFE | 37. Progressive |
| 13. Midwest Insurance Agency Alliance | 38. Insurance Professionals of Lincoln |
| 14. National Safety Council Nebraska | 39. Nebraska Agency Services Corp |
| 15. AAA Nebraska | 40. Producers XL |
| 16. Travelers | 41. APPS Paramedical |
| 17. Dairyland Auto Insurance | 42. Make A Wish Nebraska |
| 18. Selective Insurance | 43. IIA of Nebraska/Trusted Choice |
| 19. Le Mars Insurance Company | 44. InVest |
| 20. Scobie Group | 45. Allied Insurance. |
| 21. Risk Placement Services, Inc. | 46. FirstComp Insurance Company |
| 22. SAFECO Insurance | 47. Iowa Mutual Insurance Company |
| 23. Roof-Tech | 48. Paul Davis Restoration |
| 24. Great American Insurance | 49. Berkshire Hathaway Homestate |
| 25. SEMCAT | 50. Home Warranty, Inc. |
| | 51. Francis Dean & Associates |



**INDEPENDENT INSURANCE
AGENTS OF NEBRASKA**

Independent Insurance Agents of Nebraska

8231 Northwoods Dr., Ste B

Lincoln, NE 68505

Phone: (402)476-2951

Fax: (402)476-1586

Website: www.ian.org

2013 Annual Convention Exhibitors

AAA Nebraska

Kimberly L. Robinson, MBA, MS

910 N 96th St

Omaha, NE 68114-2573

krobinson@aaane.com

Phone (402) 390-1000

Fax: (402) 390-6023

Booth Number(s) 15

AMERISAFE

Chris Ornce

2301 Highway 190 West

DeRidder, LA 70634-6004

cornce@amerisafe.com

Phone (800) 897-9719

Fax: (800) 450-1091

Booth Number(s) 12

Capital Premium Financing, Inc.

Lorie Estelle

8331 Oakview Cir.

Lenexa, KS 66215-5383

lestelle@capitalpremium.net

Phone (913) 579-7727

Fax: (800) 700-3170

Booth Number(s) 36

Continental Western Group

Staci Deger

PO Box 80439

Lincoln, NE 68501-0439

sdeger@cwgins.com

Phone (402) 423-7688

Fax: (402) 421-4308

Booth Number(s) 3

EMC National Life Company

Chris Huff

PO Box 9202

Des Moines, IA 50306

chuff@emcnl.com

Phone (515) 237-2019

Fax: (515) 237-2288

Booth Number(s) 32

ADM Crop Risk Services

Mark A. Parde

PO Box 1470

Decatur, IL 62524-0470

mparde@admcrs.com

Phone (217) 201-0159

Fax: (217) 459-2476

Booth Number(s) 28

APPS Paramedical

Mark Bergerson

2718 So. 148th Ave. Circle

Omaha, NE 68144-3210

mark@appsnebr.com

Phone (402) 334-2777

Fax: (402) 334-7002

Booth Number(s) 41

Certified Restoration Drycleaning

Colleen Olson

6942 N 97th Cr

Omaha, NE 68122

colleen.olson@crdn.com

Phone (402) 734-4620

Fax: (402) 734-5177

Booth Number(s) 7

Dairyland Auto Insurance

Vicki L. Madsen, CIC

4184 Indianhead Rd.

Grand Island, NE 68803-6435

vicki.madsen@sentry.com

Phone (308) 381-7341

Fax: (308) 381-7351

Booth Number(s) 17

FirstComp Ins Company

Steven A. Linbo

PO Box 3009

Omaha, NE 68103-0009

slinbo@firstcomp.com

Phone (402) 926-0099

Fax: (888) 500-1236

Booth Number(s) 46

Allied Insurance

Steve W. Mitchell, CPCU, AIC

PO Box 80758

Lincoln, NE 68501-0758

mitch4@nationwide.com

Phone (402) 467-2381

Fax: (402) 419-7888

Booth Number(s) 45

Berkshire Hathaway Homestate

Nathan Kopf

3333 Farnam St, Ste 300

Omaha, NE 68131-3406

nkopf@bhhc.com

Phone (800) 488-2930

Fax: (402) 391-6797

Booth Number(s) 49

Columbia Insurance Group

Jeff H. Allen, CIC

10820 Harney Street

Omaha, NE 68154-2638

jallen@colinsgrp.com

Phone (402) 330-5600

Fax: (800) 849-9157

Booth Number(s) 5

Davidson-Babcock

John Burgett

335 Pebble Bch

Lincoln, NE 68520-9495

john.burgett@davidsonbabcock.net

Phone (402) 935-0171

Fax: (855) 308-3886

Booth Number(s) 35

Francis L. Dean & Associates, Inc.

Tom Wojciechowski

9362 Teddy Lane, Ste 203

Lone Tree, CO 801124

twojciechowski@fdean.com

Phone (303) 773-0100

Fax: (303) 773-0111

Booth Number(s) 51



2013 Annual Convention Exhibitors

Great American Insurance Group

Joe Groen

PO Box 7016

Lawrence, KS 66044-7016

jgroen@gaic.com

Phone (785) 840-1100

Fax: (785) 749-1301

Booth Number(s) 24

Home Warranty, Inc.

Matt Holmes

PO Box 1

Rock Rapids, IA 51246-0001

matth@homewarrantyinc.com

Phone (877) 977-4949

Fax: (866) 977-4949

Booth Number(s) 50

Hull & Company, Inc.

Jennifer I. Bolzer, AU

8400 E Prentice Ave

Greenwood Village, CO 80111

jbolzer@hullden.com

Phone (877) 409-4855

Fax: (866) 509-5460

Booth Number(s) 8

IIA of Nebraska

Phillip J. Harr, CPCU, CLU, ChFC, AAI

8231 Northwoods Drive, Ste B

Lincoln, NE 68505-3092

phil.harr@biginebraska.org

Phone (402) 476-2951

Fax: (402) 476-1586

Booth Number(s) 43

Imperial PFS

Mike Keegan

301 West 11th St, 4th Floor

Kansas City, MO 64105-1634

mike.keegan@ipfs.com

Phone (816) 942-6336

Fax: (816) 943-0588

Booth Number(s) 26

The IMT Group

Matt Casey

PO Box 1336

Des Moines, IA 50306-1336

matt.casey@theimgroup.com

Phone (515) 327-2897

Fax: (800) 289-4392

Booth Number(s) 4

The Institutes

Bruce Fisher

8050 N 19th Ave. #424

Phoenix, AZ 85021

fisher@theinstitutes.org

Phone (484) 831-9077

Fax: (610) 725-5955

Booth Number(s) 33

Ins. Prof. of Lincoln, Inc.

Gayla M. Martin, CWCS

Lincoln, NE

gmartin@unicogroup.com

Phone

Fax:

Booth Number(s) 38

InVEST

Kathryn A. Kochenower, CIC, CRM, AIP

8231 Northwoods Dr, Ste B

Lincoln, NE 68505

insurance-by-katie@embarqmail.com

Phone (402) 476-2951

Fax: (402) 476-1586

Booth Number(s) 44

Iowa Mutual Insurance Co

Sandy Miller, CPCU

509 9th Street

DeWitt, IA 52742-1333

sandy.miller@iowamutual.com

Phone (563) 659-3231

Fax: (563) 659-1351

Booth Number(s) 47

Le Mars Insurance Company

J.R. Johnson

PO Box 1608

Le Mars, IA 51031-1608

jrjohnson@donegalgroup.com

Phone (712) 546-7847

Fax: (712) 546-5485

Booth Number(s) 19

Liberty Mutual

Julia A. Richt

1245 Jordan Creek Pkwy, Ste 200

Des Moines, IA 50266-2313

julie.richt@libertymutual.com

Phone (515) 471-3600

Fax: (866) 835-6484

Booth Number(s) 11

Make-A-Wish Nebraska

Lauren Piller

5800 Cornhusker Hwy Bldg 1, Unit 4

Lincoln, NE 68507

Phone (402) 333-8999

Fax: (402) 333-8228

Booth Number(s) 42

Midwest Insurance Agency Alliance

Susan G. Witchell

PO Box 29319

Lincoln, NE 68529-0319

sueW@allamericanins.com

Phone (402) 467-5355

Fax: (402) 467-5422

Booth Number(s) 13

Muench Insurance, LLC

Rodney A. Muench, CPCU

911 N. 149th St.

Omaha, NE 68154-1934

rodmuech@muenchinsurance.com

Phone (402) 891-8002

Fax: (888) 570-8791

Booth Number(s) 9



2013 Annual Convention Exhibitors

Nebraska Agency Services Corp

Mark B. Lisko

8231 Northwoods Dr, Ste B
Lincoln, NE 68505
mlisko.insu150@insuremail.net
Phone (402) 476-2951
Fax: (402) 476-1586
Booth Number(s) 39

National Safety Council of Nebraska

Dennis Rourke

11620 M St
Omaha, NE 68137-2231
drouрке@safenebraska.org
Phone (402) 898-7342
Fax: (402) 898-6331
Booth Number(s) 14

NCMIC Finance Corporation

Lisa Logan

14001 University Ave.
Clive, IA 50325-8258
llogan@ncmic.com
Phone (800) 600-9250
Fax: (800) 630-9250
Booth Number(s) 10

North American Software Associates

Jake Dickhoff

PO Box 192
Sauk Centre, MN 56378
jacob@nasasoft.com
Phone (320) 352-1801
Fax: (320) 254-3633
Booth Number(s) 6

Patriot National Ins/Guarantee Ins

Craig R. Magwire, CIC

3325 M St.
Lincoln, NE 68510
cmagwire@pnigroup.com
Phone (402) 314-5234
Fax: (636) 787-0542
Booth Number(s) 2

Paul Davis Restoration

Cindy Gessert

3641 S 6th St
Lincoln, NE 68502
cagessert@gmail.com
Phone (402) 474-1414
Fax: (402) 474-1467
Booth Number(s) 48

Pennsylvania Lumbermens Mutual Ins.

Brian Gilmore

2005 Market St. Suite 1200
Philadelphia, PA 19103-7008
bgilmore@plmins.com
Phone (267) 825-9352
Fax: (215) 625-9097
Booth Number(s) 27

Producers XL

Michelle McBride

PO Box 646
Salina, KS 67402-0646
michelle@producersxl.com
Phone (785) 825-1769
Fax: (785) 825-1391
Booth Number(s) 40

Progressive

Ryan Phillips

10909 Mill Valley Rd, #200
Omaha, NE 68154
ryan_a_phillips@progressive.com
Phone (800) 274-4055
Fax: (402) 964-9408
Booth Number(s) 37

Quomation Insurance Services

Zach Hintze

PO Box 1047
Orem, UT 84059
zach.hintze@quomation.com
Phone (801) 226-1395
Fax: (801) 354-7870
Booth Number(s) 34

Ringwalt & Liesche Co.

Michaela J. Aldredge

3024 Harney St.
Omaha, NE 68131-3535
mjaldredge@ringwalt.com
Phone (402) 916-3390
Fax: (402) 916-3333
Booth Number(s) 30

Risk Innovations LLC

Jeff Sandy

229 SE Douglas, Ste 220
Lees Summit, MO 64063-2301
jsandy@riskinnovationsllc.com
Phone (800) 913-6696
Fax: (866) 262-5802
Booth Number(s) 29

Risk Placement Services, Inc.

Tammy Beenken

13200 Metcalf Ave, Ste 120
Overland Park, KS 66213-2834
tammy_beenken@rpsins.com
Phone (913) 905-8664
Fax: (913) 681-6151
Booth Number(s) 21

Roof-Tech

Ray E. Cooper

PO Box 45571
Omaha, NE 68145
rcooper@rooftech.us
Phone (402) 708-6884
Fax:
Booth Number(s) 23

Rural Community Ins. Services

Terry D. Warren

PO Box 5118
Sioux Falls, SD 57117-5118
terry.warren@rcis.com
Phone (605) 575-6506
Fax: (605) 575-6507
Booth Number(s) 31



**INDEPENDENT INSURANCE
AGENTS OF NEBRASKA**

Independent Insurance Agents of Nebraska

8231 Northwoods Dr., Ste B

Lincoln, NE 68505

Phone: (402)476-2951

Fax: (402)476-1586

Website: www.ian.org

2013 Annual Convention Exhibitors

SAFECO Insurance

Jeffrey Ewen

7202 Giles Road, #4-237

LaVista, NE 68128

jeffrey.ewen@safeco.com

Phone (402) 596-2169

Fax: (888) 268-8840

Booth Number(s) 22

SEMCAT

Nathan Waite

2124 Y St. Suite 210

Lincoln, NE 68503

nathan@semcat.net

Phone (402) 218-1495

Fax: (801) 469-4253

Booth Number(s) 25

R.W. Scobie , Inc.

Jim Trager

14748 W Center Rd Ste 202

Omaha, NE 68144-2029

jtrager@rwscobie.com

Phone (402) 334-7410

Fax: (402) 334-7413

Booth Number(s) 20

Senior Insurance Marketing

Michael Roth

7160 S 29th St, Ste 10

Lincoln, NE 68516

Mike@simkt.com

Phone (402) 434-7761

Fax: (402) 434-7764

Booth Number(s) 1

Selective Insurance Group, Inc.

Don Burke

302 Hawthorne Dr.

Pittsboro, IN 46167

don.burke@selective.com

Phone (317) 892-3440

Fax: (317) 892-3444

Booth Number(s) 18

Travelers

Brandon Meiers

11516 Miracle Hills Dr, Ste 400

Omaha, NE 68154

bmeiers@travelers.com

Phone (402) 498-4643

Fax:

Booth Number(s) 16



Independent Insurance Agents of Nebraska

8231 Northwoods Dr., Ste B

Lincoln, NE 68505

Phone: (402)476-2951

Fax: (402)476-1586

Website: www.ian.org

2013 Annual Convention: Industry Partners

PLATINUM:

Columbia Insurance Group

Jeffrey H. Allen, CIC

10820 Harney Street

Omaha, NE 68154-2638

jallen@colinsgrp.com

Phone: (402) 330-5600

Fax: (800) 849-9157

EMC Insurance

Jay Sillau

PO Box 2070

Omaha, NE 68103-2070

jay.j.sillau@emcins.com

Phone: (402) 493-6990

Fax: (402) 493-1915

Farmers Mutual of Nebraska

Les Hileman

PO Box 81529

Lincoln, Ne 68501

lhileman@fmne.com

Phone: (402) 434-8355

Fax: (402) 441-9414

FirstComp Ins Company

Steven A. Linbo

PO Box 3009

Omaha, NE 68103-0009

slinbo@firstcomp.com

Phone: (402) 926-0099

Fax: (888) 500-1236

The IMT Group

Matt Casey

PO Box 1336

Des Moines, IA 50306-1336

matt.casey@theimtgroup.com

Phone: (515) 327-2897

Fax: (800) 289-4392

GOLD:

AAA Motor Club

Kim Roberts

910 N 96th St

Omaha, NE 68114

klroberts@aaane.com

Phone: (402) 390-1000

Fax: (402) 390-6023

Allied Insurance

Steve Mitchell

PO Box 80758

Lincoln, NE 68501

mitches4@nationwide.com

Phone: (402) 467-2381

Fax: (402) 419-7888

ARMtech Insurance Services

Kristie King

7101 82nd

Lubbock, TX 79424

kking@armt.com

Phone: (806) 784-3458

Fax: (806) 473-0334

Continental Western Group

Amy Argo

PO Box 80439

Lincoln, NE 86501

aargo@cwings.com

Phone: (402) 423-7688

Fax: (402) 421-4308

Imperial PFS

Mike Keegan

301 W 11th St., 4th Floor

Kansas City, MO 64105-1634

mike.keegan@ipfs.com

Phone: (800) 255-6316

Fax: (816) 943-0588

Liberty Mutual

Julie Richt

1245 Jordan Creek Pkwy, Ste 200

Des Moines, IA 50266-2313

julie.richt@libertymutual.com

Phone: (402) 905-4709

Fax: (866) 835-6484

North Star Mutual Insurance Company

Larry Johnson

PO BOX 48

Cottonwood, MN 56229-0048

johnsonl@nstarco.com

Phone: (800) 622-5230

Fax: (507) 423-6002



Independent Insurance Agents of Nebraska

8231 Northwoods Dr., Ste B

Lincoln, NE 68505

Phone: (402)476-2951

Fax: (402)476-1586

Website: www.iian.org

2013 Annual Convention: Industry Partners

SILVER:

Accident Fund Ins Co of America

Kristin Doyle

PO Box 40790

Lansing, MI 48901-7990

kristind@accidentfund.com

Phone: (517) 367-8973

Fax: (517) 367-2901

Progressive

Ryan Phillips

10909 Mill Valley Rd, #200

Omaha, NE 68154

ryan_a_phillips@progressive.com

Phone: (800) 274-4055

Fax: (402) 964-9408

QBE

Warren Rhodes

13200 Metcalf Ave, Ste 400

Overland Park, KS 66213-2819

warren.rhodes@us.qbe.com

Phone: (913) 402-6476

BRONZE:

Auto-Owners Insurance Company

Kraig T. Klopfenstein

1621 West Lakes Parkway

West Des Moines, IA 50265

klopfenstein.kraig@aoin.com

Phone: (800) 258-5519

Fax: (515) 225-8845

Buckeye Insurance Group

Mary Frances Rodriguez

One Heritage Place

Piqua, OH 45356-4148

maryfrances.rodriquez@buckeye-ins.com

Phone: (800) 672-3558

Fax: (937) 778-3223

Capital Premium Financing, Inc.

Lorie Estelle

8331 Oakview Cr

Lenexa, KS 66215-5383

lestelle@capitalpremium.net

Phone: (913) 579-7727

Fax: (800) 700-3170

Farmers Alliance Companies

Jack Rader

PO Box 1401

McPherson, KS 67460-1401

jack-rader@fami.com

Phone: (800) 362-1075

Fax: (800) 242-4264

Iowa Mutual Insurance Company

Sanford "Sandy" Miller

509 9th St

DeWitt, IA 52742

sandy.miller@iowamutual.com

Phone: (800) 627-8861

Fax: (563) 659-1351

Rain & Hail L.L.C.

Shannon Foster

14517 F Street, Ste 213

Omaha, NE 68137-1055

shannon.foster@rainhail.com

Phone: (800) 633-3550

Fax: (515) 559-1557

Rural Community Ins Service

Terry Warren

PO Box 5118

Sioux Falls, SD 57117

terry.warren@rcis.com

Phone: (800) 332-7977

Fax: (800) 942-1176

Travelers

Joanna Fritsch

385 Washington St

St. Paul, MN 55102-1396

jmfritsc@travelers.com

Phone: (651) 310-7403

Fax: (651) 310-3226

United Fire Group

Patrick Kane

PO Box 73909

Cedar Rapids, IA 52407-1212

pkane@unitedfiregroup.com

Phone: (800) 332-7977

Fax: (800) 942-1176



**INDEPENDENT INSURANCE
AGENTS OF NEBRASKA**

Independent Insurance Agents of Nebraska

8231 Northwoods Dr., Ste B

Lincoln, NE 68505

Phone: (402)476-2951

Fax: (402)476-1586

Website: www.iian.org

2013 Annual Convention: Convention Sponsors

Diamond:

Nebraska Agency Services Corporation

Mark Lisko, President

8231 Northwoods Dr, Ste B

Lincoln, NE 68505

office@biginebraska.org

Phone: (402) 476-2951

Fax: (402) 476-1586

Sapphire:

Swiss Re Corporate Solutions

Theresa Lacinski

1650 Market St. 36th Floor

Philadelphia, PA 19103

theresa_lacinski@swissre.com

Phone: (267) 675-7083

Contributor:

Cincinnati Insurance Company

Bill Ray

6200 S Gilmore Rd

Cincinnati, OH 45014

Bill_ray@cinfin.com

Phone: (402) 466-0281

Save the Dates:

37th Winter Conference

February 5-6, 2014

Ramada Inn, Kearney, NE

107th Annual Convention

October 1-3, 2014

Embassy Suites, Lincoln, NE