

# BIG RED HOMECOMING

111<sup>th</sup> Annual Convention

October 10-12, 2018

Embassy Suites, La Vista

## WEDNESDAY, OCTOBER 10

10:00 AM Registration Opens - 20th Annual Memorial Golf Tournament  
11:00 AM Shotgun Start Woodland Hills Golf Course, Eagle

8:30 AM – 4:30 PM Dynamics of Service– 7 PC CEUs\*  
*Speaker: Sam Bennett, CIC, AFIS, CRIS, CPIA*

11:30 AM—12:30 PM Lunch  
6:00 PM—8:00PM Happy Hour At Alamo Drafthouse Cinema

## THURSDAY, OCTOBER 11

### CONCURRENT SESSIONS

8:30 AM – 11:30 AM CE Track I: Filling Insurance Gaps & Adding Value (3 PC CEUs\*)  
*Speaker: Sam Bennett, CIC*

CE Track II: One-Hour Mini-Sessions (1 PC CEU Each\*)  
*8:30am-9:30am* Pollution Update *Speaker: Brian Dreyer, ARM, ASLI*  
*9:30am-10:30am* Flood Insurance Update *Speaker: Larry Palmer, Seattle Specialty*  
*10:30am-11:30am* Cyber Exposures *Speaker: Marshall Ford, Five Nines*

Professional Development Track: One-Hour Mini-Sessions (1 CEUs Each\*\*)  
*8:30am-9:30am* Stop “Selling” Insurance *Speaker: Ken Smith (All Sessions)*  
*9:30am-10:30am* The Power of the Sales Process  
*10:30am-11:30am* Tell Them Again-Persuasion With Repetition

11:45 AM – 1:15 PM Leadership Luncheon/Annual Meeting & Awards

### CONCURRENT SESSIONS

1:30PM– 4:30 PM CE Track: Personal Lines Claim Scenarios (3 PC CEUs\*)  
*Speaker: Sam Bennett, CIC*

CE Track II: One-Hour Mini-Sessions (1 PC CEU Each\*)  
*1:30pm-2:30pm* Pollution Update *Speaker: Brian Dreyer, ARM, ASLI*  
*2:30pm-3:30pm* Flood Insurance Update *Speaker: Larry Palmer, Seattle Specialty*  
*3:30pm-4:30pm* Cyber Exposures *Speaker: Marshall Ford, Five Nines*

Professional Development Track: Selling Like A Human (3\*\*CEUs)  
*Speaker: Greg Chambers Sponsored by Nextgen*

1:00 PM—4:00 PM Exhibitor Set-up  
4:00 PM– 6:30 PM Trade Fair/Opening Reception  
Nextgen Wine Bottle Ring Toss/Networking  
6:30 PM—7:15 PM Reception/InsurPac Auction  
7:15 PM – 8:30 PM Dinner & Performance featuring Funny Artist Sam Glenn

## **FRIDAY, OCTOBER 12**

- 8:30 – 11:30 AM      E&O Risk Management: Mock Trial – (3 Ethics CEUs\*)  
*Featuring The Nebraska Big "I" Repertory*
- 11:30 – 12:30 PM      President's Luncheon  
*Speakers: Sandra Ryks - IIAN Vice President*  
*Jon Jensen, AAI, AIP - IIABA Vice Chairman (Tent.)*
- 12:30PM– 3:30 PM      E&O Risk Management: Meeting the Challenge of Change (3 Ethics CEUs\*)  
*Speaker: Casey Roberts*

*\*Pending Approval By Nebraska Department Of Insurance.*

*\*\*Qualifies For New Assn. Participation CE Credit*