

11TH ANNUAL CONVENTION & TRADE FAIR

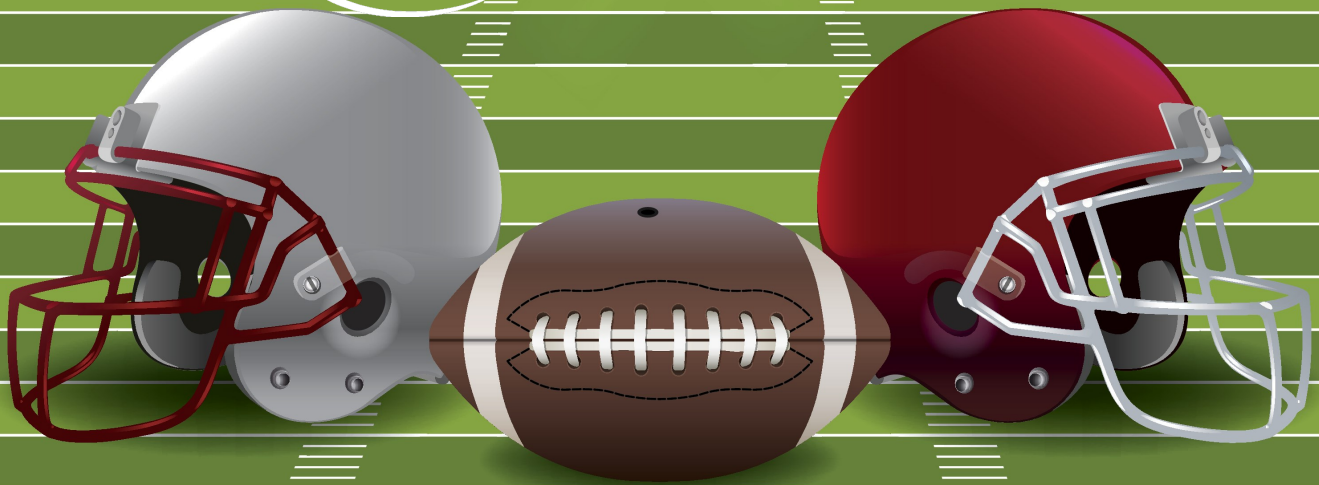
October 10-12, 2018

Embassy Suites — La Vista, NE

Register by July 25

for “early-bird” discount & advance recognition on the convention app and agent brochure. Register online at www.ian.org/annualconvention.

 **Trusted
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AGENTS OF NEBRASKA**



SPONSOR/EXHIBITOR REGISTRATION

CONVENTION SPONSORSHIP

Emerald Sponsor- \$1,250

- ◆ 3 Full Convention Registrations (for company personnel)
- ◆ 10 Trade Fair tickets
- ◆ Recognition: Convention Program, Sponsor Board, Website and **Convention App**

Sapphire Sponsor- \$950

- ◆ 2 Full Convention Registrations (for company personnel)
- ◆ 5 Trade Fair tickets
- ◆ Recognition: Convention Program, Sponsor Board, Website and **Convention App**

Ruby Sponsor- \$750

- ◆ 1 Full Convention Registration (for company personnel)
- ◆ 2 Trade Fair tickets
- ◆ Recognition: Convention Program, Sponsor Board, Website and **Convention App**

Golf Sponsorships Available

- ◆ Holes, Lunch, Beverages, Contests, etc. See online registration for all the options.

PROGRAM / APP ADVERTISING

Printed Program

(7" x 4 1/2 ") Horizontal	\$300
(3 1/2" x 4 1/2 ") Vertical	\$150
(3 1/2" x 2 1/4") Horizontal	\$75

Submit artwork by September 19, 2018

Convention App:

Company Logo rotating on front page.....\$100

Submit Company logo file by Aug 17, 2018

LODGING INFORMATION

Embassy Suites

12520 Westport Parkway
La Vista, NE

Phone: 402-331-7400

- ★ **Lodging block held until September 16, 2018**
- ★ **Single/Double Rate: \$139.00 + tax**

EXHIBITOR INFORMATION

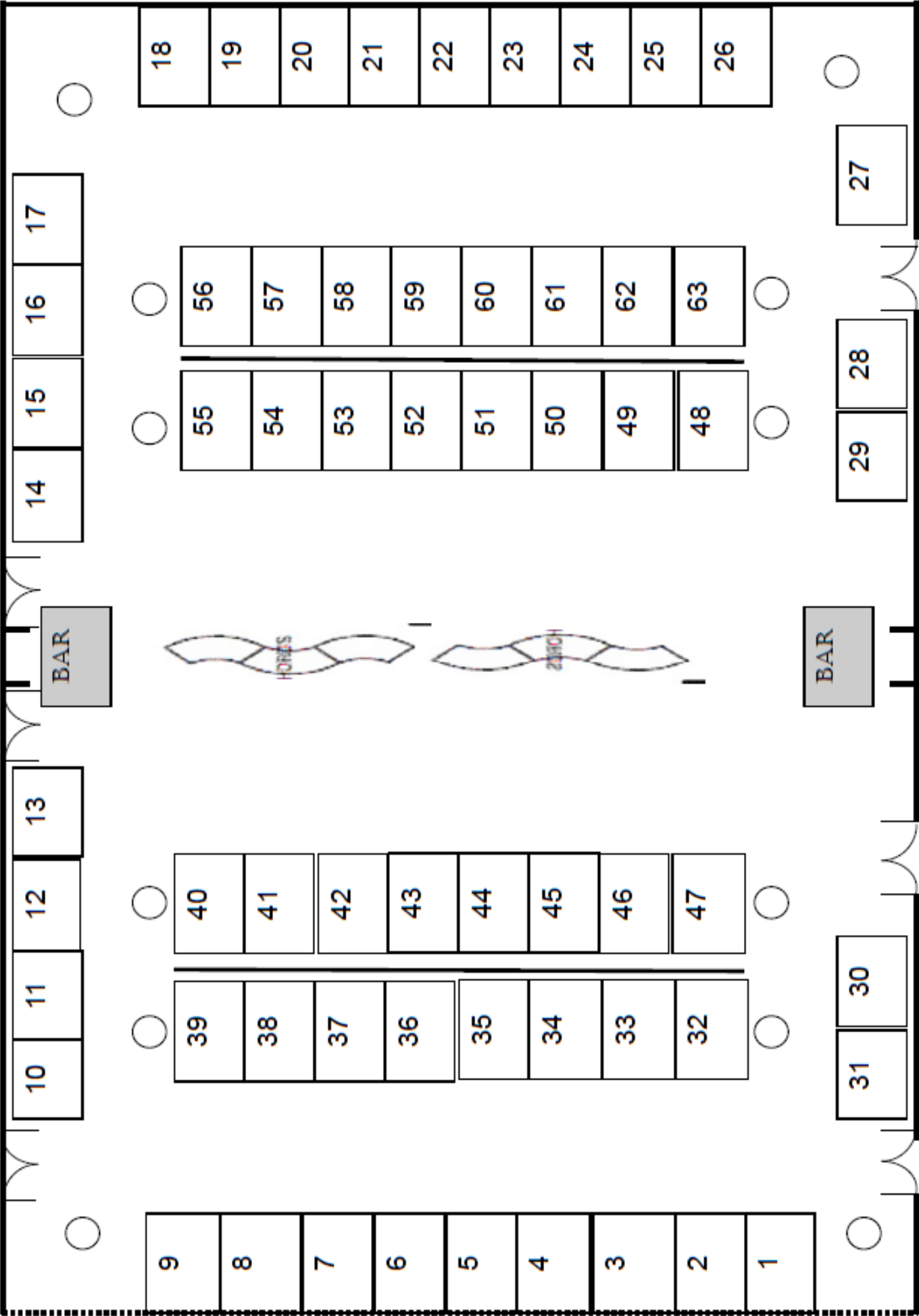
- ★ **October 11 Trade Fair** — 8x8 formal booth equipped with one skirted 6' table and two chairs.
- ★ **Exhibitor Convention Package:** includes Thursday Trade Fair food and a drink for up to 2 of your company's representatives. (Additional tickets can be purchased.)
- ★ **Register and submit payment by July 25** to get your company's name listed in the Convention Registration Brochure which is mailed to our 2,000 members throughout Nebraska, and to be listed in advance on the **Convention App**.
- ★ **Convention Recognition:** Pre and Post Convention publicity on www.iian.org, your company listed on the exhibitor roster in the Convention Program which is placed in every agent's registration packet.

Booth Fee: Members- \$475 / Non-Members- \$699 (until Sept 12, 2018—then increased by \$100)

- ★ Join the Big "I" and reserve your booth for the member price! Contact the IIAN office for details, 402-476-2951.

Reservation/Payment /Cancellation Deadlines:

- ★ **All booth spaces must be reserved and paid for by September 12, 2018. After September 12, a \$100 late fee will be assessed to all new and unpaid registrations.**
- ★ **Booths will not be assigned prior to receiving payment.**
- ★ **All cancellations must be emailed** to IIAN at office@biginebraska.org and/or through registration site.
- ★ **In the event of a cancellation** prior to September 12, all monies paid less a 15% service charge, will be refunded. Cancellations received between September 12 and September 30 will result in a charge of 25% monies paid. **No refunds will be issued for cancellations received on or after September 30, 2018.**



Entrance

BIG RED HOMECOMING

SCHEDULE OF EVENTS

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 – 12:00 PM	Dynamics of Service– 7 PC CEUs* <i>Speaker: Sam Bennett, CIC</i>
12:00 PM—1:00 PM	Lunch
1:00 PM – 4:30 PM	Dynamics of Service—CONTINUED
6:30 PM—8:30PM	Social Event/Networking – To Be Announced Evening Open

THURSDAY, OCTOBER 11

CONCURRENT SESSIONS

8:30 AM – 11:30 AM	<u>CE Track I: Filling Insurance Gaps & Adding Value (3 PC CEUs*)</u> <i>Speaker: Sam Bennett, CIC</i>
	<u>CE Track II: One-Hour Mini-Sessions (1 PC CEU Each*)</u>
	Pollution Update <i>Speaker: Brian Dreyer, ARM, ASLI</i>
	Flood Insurance Update <i>Speaker: Larry Palmer, Seattle Specialty</i>
	Cyber Exposures <i>Speaker: Marshall Ford, Five Nines</i>
	<u>Professional Development Track: One-Hour Mini-Sessions (No CEUs)</u>
	Professional Development/Sales/Cross Selling <i>Speaker: Ken Smith (All Sessions)</i>
11:45 AM – 1:15 PM	Leadership Luncheon/Annual Meeting & Awards
	<u>CONCURRENT SESSIONS</u>
1:30PM– 4:30 PM	<u>CE Track: Personal Lines Claim Scenarios (3 PC CEUs*)</u> <i>Speaker: Sam Bennett, CIC</i>
	<u>CE Track II: One-Hour Mini-Sessions (1 PC CEU Each*)</u> <i>Morning Sessions Repeat</i>
	<u>Professional Development Track: Selling Like A Human (No CEUs)</u> <i>Speaker: Greg Chambers Sponsored by Nextgen</i>
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*) <i>Featuring The Nebraska Big “I” Repertory</i>
11:30 – 12:30 PM	President’s Luncheon
12:30PM– 3:30 PM	E&O Risk Management: Meeting the Challenge of Change (3 Ethics CEUs*) <i>Speaker: Casey Roberts</i>

** Pending Approval by Nebraska Department of Insurance*