

24th Annual IIAN Foundation Golf Tournament

In Memory of Jay Jacupke
Awarii Dunes—Axtell

12:00 pm Shotgun Start

Awarii Dunes was inspired by the great Links Courses of Ireland. Now is your chance to play this amazing course— all while helping the IIAN Foundation raise funds for the IIAN/Foundation Talent Network program and scholarships for Nebraska college students. IIAN and the Foundation are working together to help independent agencies connect with college students, and promote career opportunities in the independent agency system.



CISR Hold Seminar (7 PC CEUs NE/IA)

Speaker: Sam Bennett, CIC

8:30-4:30 pm

Excess & Surplus Lines: You'll be introduced to the Excess and Surplus Lines Marketplace—and learn about the parties involved and their respective responsibilities. You'll also discuss important state regulation issues, product pricing techniques, and marketing the risk.

A Problems & Solutions Approach to Personal Auto Insurance: You'll examine several of the common questions asked by consumers today about coverage provided by their Personal Auto Policy.

Small Commercial Account Coverages: You'll review the property, liability, auto, workers comp, employment related practices liability, equipment breakdown, and excess liability/commercial umbrella coverages that small business owners need to consider. You'll discuss the advantages and disadvantages of the Business Owners Policy vs. Commercial Property forms. You'll also be able to identify the differences in the Commercial General Liability and Businessowners forms; examine workers comp exposures and how to provide coverage for them; learn about the limited coverage for employment related claims under the CGL, BOP, and other liability forms; discuss coverage options for equipment breakdown exposures; and review excess liability and commercial umbrella policies.

Qualifies for CISR update. Open to all convention attendees!



Are These Claims Covered?

(3 PC CEUs*)

Speaker: John Dismukes, CPCU, CIC

8:30-11:30 am

This session will explore a number of Homeowners and Personal Auto insurance claims in a fun, interactive format. National insurance guru John Dismukes will present the claims facts to the class and then you'll offer opinions as to whether a claim is covered or not covered. Following that discussion, John will reveal ISO policy language that applies to each claim., and come to a consensus.



Integrating Technology**

Speaker: Jeremiah Gudding, CIC,
Powerhouse Learning 8:30-9:30 am

The world of Insurtech is a noisy place. Agents today have more options than ever but figuring out how to integrate technology into your agency can be overwhelming. This crash course will give you a brief introduction to some of the options for your agency and how to integrate them into your current workflows.

**May qualify for association participation CE credit.

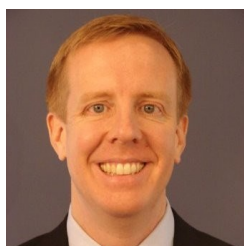


Uninsured Independent Contractors - LB 139 Explained (1 GEN CEU*)

Speaker: Jim Cavanaugh,
IIAN Legislative Representative 9:30-10:30 am

There's a new kid on the block when it comes to independent contractors in construction who do not insure themselves for workers compensation. IIAN

Legislative Representative Jim Cavanaugh will explain the new Department of Labor registration requirement for individual independent contractors, and how it will impact risk management, rating, and underwriting.



Data Security & Privacy Laws

(1 GEN CEU*)

Speakers: Wes Bissett, IIBA Sr. Legal Counsel & Hon. Bruce Ramage, Director, Nebraska Ins. Dept.

8:30-9:30 am

Do you know which data security and privacy laws your agency must comply with? IIBA Senior Legal Counsel Wes Bissett will review the current (and potential future) federal and state laws which independent agencies should know about and observe, as well as the movement by Congress and industry groups to explore a comprehensive federal answer to the impending patchwork of state laws. And Nebraska Insurance Director Bruce Ramage will review current Nebraska privacy laws, and how agencies should comply.

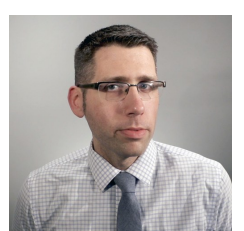


Digital Marketing—How To Make People Trust You Online**

Speaker: Joey Giangolo, Agency Nation

9:30-10:30 am—Part I 10:30-11:30 am—Part II

We'll break down the most effective ways to communicate your expertise and gain that trust! We'll cover video, blogging, and YouTube—and show you the easiest way to get started and maximize your efforts.



NFIP Risk Rating Redesign (1 PC CEU*)

Speaker: Christopher Parsons, FEMA

10:30-11:30 am

Risk Rating 2.0 is an ambitious effort to modernize how the NFIP determines rates utilizing innovative technology, data, and modeling methodologies. FEMA will deliver the new rates in phases, starting with single family homes in October of

2020. This session will introduce the new rating methodology that will bring fair insurance rates, clearly communicate risk, and offer more mitigation opportunities.

Breakfast, Annual Meeting & Elections

7:30-8:30 am

Join IIAN President Sandra Ryks for breakfast, and the Annual Member meeting and election of IIAN's new directors and officers.



IIAN Leadership Luncheon

11:45 am -1:15 pm

IIABA Chairman-Elect Bob Fee, AAI, CPCU, will install IIAN's new officers, and share what your national Big "I" is doing to give you a competitive advantage and help you succeed. And IIAN President Sandra Ryks will recognize those who have achieved professional milestones.



Issues With Answers (3 PC CEUs*)

Speaker: John Dismukes, CPCU, CIC

1:30-4:30 pm

John will explore and discuss the four top coverage exposures faced by agents in America today: Ordinance or Law Issues; Valuation Issues; Care, Custody or Control Issues; Claims Made Liability coverages vs Occurrence Liability coverages. He'll also



Insurance Claims Litigation (2 PC CEUs*)

Speaker: Nic Norton, Esq., Jacobsen Orr Law Firm

1:30-3:30 pm

Insurance defense attorney Nic Norton will discuss recent insurance cases and will walk you through the process of how a claim can go all the way into litigation, trial, mediation, and beyond.



Agency Cyber Risk Management

(2 PC CEUs*)

Speaker: Shea McNamara, Coalition

1:30-3:30 pm

Learn the secrets of handling the new risks we face in our cyber technology era. This course will define common cyber lexicon, teach you trends in the industry, and explain cyber insurance coverage options and opportunities.



Wildfires—Risk Management

(1 PC CEU*)

Speaker: Dirac Twidwell, PhD,
UNL Department of Agronomy & Horticulture

3:30-4:30 pm

UNL Associate Professor and rangeland expert Dirac Twidwell will discuss wildfire management and disaster avoidance at the rangeland-urban interface, and how it relates to risk management and underwriting.



Big I Hires— Your HR Solution**

Speaker: John Hill, Ideal Traits

3:30-4:30 pm

Find out how Big "I" Hires - powered by Ideal Traits - has revolutionized insurance agency recruiting and how you can get started hiring amazing staff in the modern environment.

John Hill will show you how the web-based Ideal Traits hiring process is getting great results for hundreds of insurance agencies nationwide, hiring top-performing sales and service staff:

- Posting Jobs For Free—indeed, Zip Recruiter, Google, and 100 more
- Help Managing Candidates
- Pre-Hire Assessments (EEOC Compliant)
- Identify Strengths & Hire

**May qualify for association participation CE credit.

Awards Dinner & Performance

Featuring Funny Artist Sam Glenn

7:15-8:30pm

You don't want to miss the very funny and talented Sam Glenn. Sam went from working nights delivering newspapers— negative, depressed, sleeping on the floor and barely getting by— to discovering renewed purpose, happiness and humor.



Sam will amaze and inspire you as he reveals how "attitude changes everything"! The evening will include recognition of agents who have made outstanding contributions to IIAN and our members, and a fun "Nebraska Strong" live auction.



E&O Risk Management: Part I

(3 Ethics CEUs)

Speaker: John Dismukes, CPCU, CIC

8:30-11:30 am

This course will address E&O loss control issues from a different point of view— how to more accurately match the coverage written to client needs, and minimize change of coverage denials, damage to agent-client relationships and reputations, and allegations of bad faith.

You'll be guided, step by step, through the process of how to read and understand insurance policy language— and how to apply basic coverage analysis to identify possible gaps in coverage.

You'll also learn what to look for in terms of insurance policy wording, punctuation, and formatting, including negative and positive implications of specific words.

Big "I" Advocacy

Luncheon 11:45 am -1:15 pm

Enjoy lunch with Big "I" legislative leaders and find out who wins the drawing for this year's raffle prize to benefit Big "I" PACs—a Kansas City Getaway for two for the Chiefs -Packers game on October 27, including luxury box seating, parking passes, 2-night hotel stay at the downtown Marriott, dinner voucher, and more!

E&O class attendance by proper IIAN member agency personnel may qualify your agency for 10% E&O premium loss control credit. Contact Brenda Kaiser at the IIAN office with questions about your agency's attendance -402-476-2951.

E&O Risk Management: Part II

(3 Ethics CEUs)

Speaker: John Dismukes, CPCU, CIC

12:30-3:30 pm

This course is designed to help you understand advanced coverage issues.

Liability issues include: proper designation of named insured in personal and commercial policies and how this can affect coverage for other insureds, coverage triggers for damage vs. defense; limitations for damage to property in insured's care; key definitions; and the difference between occurrence and claims made coverage.

Property issues include: insurable interest Requirement; property subject to special limitations or sub-limits; coinsurance and other insurance to value requirements; real and personal property valuation; and loss settlement provisions.

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