

# SCHEDULE OF EVENTS

## WEDNESDAY, FEBRUARY 5

- 7:30 AM Registration Opens  
 8:00 AM Continental Breakfast  
 8:30-11:30 AM **CONCURRENT SESSIONS**
- A Walk Around the Farm - Property (3 P/C CEUs\*)  
**Sam Bennett, CIC, AFIS, CPIA**
  - ACE Insura—Commercial Lines (3 P/C CEUs\*)  
**Chris Amrhein, AAI**
- 11:45 AM-12:45 PM Lunch With **Dr. Paul Plinske**, Athletic Director, Univ. of Nebraska Kearney  
 1:00-4:00 PM **CONCURRENT SESSIONS**
- A Walk Around the Farm - Liability/Risk Management (3 P/C CEUs\*)  
**Sam Bennett, CIC, AFIS, CPIA**
  - VU Top 10 - Personal Lines (3 P/C CEUs\*)  
**Chris Amrhein, AAI**
- 4:00-7:00 PM Trade Fair and Industry Networking —Expanded Exhibit Hall!  
 7:00-8:30 PM *"Champion" Prime Rib and Shrimp Buffet*

## THURSDAY, FEBRUARY 6

- 7:30 AM Registration Opens  
 8:00 AM Continental Breakfast  
 8:30-11:30 AM **CONCURRENT SESSIONS**
- If It Moves On The Farm, It Presents A Risk (3 P/C CEUs\*)  
**Sam Bennett, CIC, AFIS, CPIA**
  - Bippity, Boppity, Booze (3 P/C CEUs\*)  
**Chris Amrhein, AAI**
- 11:30 AM-12:30 PM Lunch  
 12:30-3:30 PM **CONCURRENT SESSIONS**
- The Good, The Bad, The Ethical (3 Ethics CEUs\*)  
**Sam Bennett, CIC, AFIS, CPIA**
  - The Good, The Bad, The Ugly— The Latest On Certificates of Insurance & Additional Insureds (3 Ethics CEUs\*)  
**Chris Amrhein, AAI**

### HOTEL ACCOMODATIONS

The Ramada Inn is located at 301 2nd Avenue—north of I-80 in Kearney. A block of rooms is being held for IIAN until Wednesday, January 22, 2014. Reference the IIAN Winter Conference when making your lodging reservation. The rate for one to four persons is \$75, plus applicable taxes. Phone the Ramada at 308-237-3141.

### EARLY REGISTRATION/CANCELLATION

All prices increase by \$25 after January 22, 2014. To receive the early bird discount, payment must be received at IIAN by January 22. We require 48 hours notice for refunds—a \$20 cancellation fee will apply. There will be NO REFUNDS for cancellations or "no shows" during the Conference. An agency/company may, however, send a substitute. Packages CANNOT be split between agents.

### CE ATTENDANCE REQUIREMENT

Remember: You must attend all CE courses IN THEIR ENTIRETY in order to receive credit. Late arrivals will not receive a CE certificate nor be granted a refund of registration fee. You may still attend the session. As of July 16, 2012 there is a \$1 per credit hour Nebraska Insurance Department processing fee.

### PROPER ATTIRE & CONFERENCE ETIQUETTE

Business casual attire is appropriate for all sessions and meal functions. In respect for our speakers and other attendees, we request that ALL CELL PHONES BE TURNED OFF during official Conference sessions and activities. Attendees will be asked to donate \$5 to the IIAN Foundation for each cell phone interruption. "Back of the room" visiting is not allowed during CE sessions.

### TITLE III ADA

In accordance with Title III of the Americans with Disabilities Act, we invite all registrants to advise us of any disability and any request for accommodation to that disability. Call IIAN at 800-377-3985 if you have questions.

### INCLEMENT WEATHER

IIAN is required to provide food and room guarantees to the host facility prior to the Conference based on pre-registration numbers. In the event of inclement weather, IIAN reserves the right to determine the method and amount of any refund.

### \*CE CREDIT

Approval for CE credits is pending by the Nebraska Department of Insurance. IIAN members will be notified as soon as courses are approved. Call IIAN with questions—800-377-3985 or 402-476-2951.



37th Annual

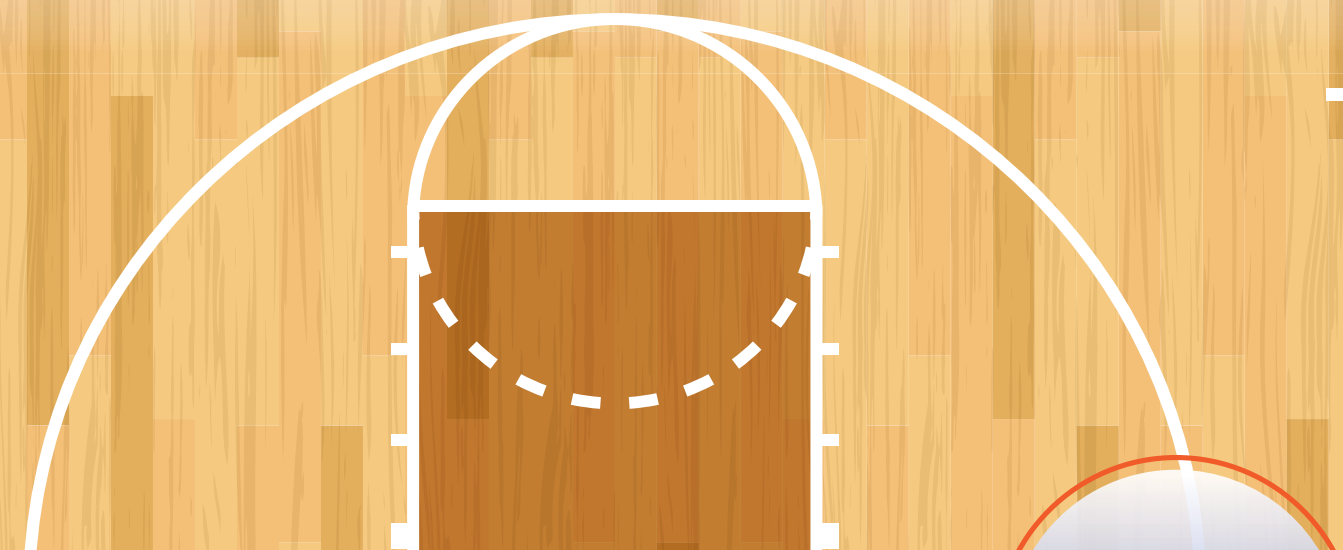


Winter Conference & Trade Fair  
 February 5-6, 2014 | Ramada Inn, Kearney



# MIDWEST MADNESS

Register online by January 22 for early registration discount  
[www.iian.org](http://www.iian.org) - under "Education & Events"



**AGRIBUSINESS TRACK**  
**PERSONAL & COMMERCIAL LINES TRACK**  
**EXPANDED TRADE FAIR & PRIME RIB BUFFET**

Up To 12 CEUs\*  
 Young Agent  
 & Multiple  
 Registration  
 Discounts

# CONTINUING EDUCATION CONCURRENT SESSIONS

Wednesday – February 5, 2014

8:30-11:30 AM

## A Walk Around The Farm — Protecting The Small Farmer: Property Coverages (3 P/C CEUs – NE\*)

**Instructor** – Sam Bennett, CIC, CPIA, AFIS

A comprehensive discussion of risks present in a small farm operation – and the policy forms and endorsements used to manage these exposures. Sam uses valid and understandable claim scenarios to make the forms more understandable. Outlines provided during this session will include policy forms and endorsements that remain valuable tools long after the presentation.

The morning session entails an in-depth discussion of Farm dwellings, household and farm personal property, barns and outbuildings, additional coverages, causes of loss, exclusions, and endorsements available to “fill the gaps.”

## ACE Insura, Claims Detective – Commercial Lines Cases (3 P/C CEUs – NE\*)

**Instructor** – Chris Amrhein, AAI

Famous claims detective “ACE Insura” will reveal his secret four-step process for determining whether claims are covered and getting a favorable determination for your insured. ACE uses real-life case studies involving topical Commercial Lines issues – such as The Case of the Cement Shoes (CGL) and the Case of the Board-up Blunder (Commercial Property.) Then class participants resolve the claims – it’s interactive and fun! And you’ll leave class knowing where to look for authoritative answers in the future.

## Luncheon – 11:45 AM -12:45 PM

**Keynote Speaker: Dr. Paul Plinske**, Athletic Director, University of Nebraska Kearney



Dr. Paul Plinske was named the seventh Director of Athletics at the University of Nebraska Kearney on August 14, 2013. He joined Lopers Athletics after serving nine years as Director of Athletics at NCAA Division III powerhouse, University of Wisconsin-Whitewater.

“Paul brings vision and a wealth of experience and noteworthy accomplishments to UNK,” Chancellor Doug Kristensen said. “He is the best fit for moving our athletic program forward in a time of rapid change, challenges and opportunities in collegiate athletics.”

During his tenure at UW-Whitewater, Dr. Plinske propelled the Warhawks to new heights, overseeing continued success in the classroom and on the playing field, as well as directing remarkable growth in funding for the Department. He and his wife Elizabeth live in Kearney and have two daughters, Allison and Lauren.

1:00-4:00 PM

## A Walk Around The Farm — Protecting The Small Farmer: Liability Coverages & Risk Management (3 P/C CEUs – NE\*)

**Instructor** – Sam Bennett, CIC, CPIA, AFIS

A comprehensive discussion of risks present in a small farm operation continues – and the policy forms and endorsements used to manage these exposures. Again, Sam uses valid and understandable claim scenarios to make the forms more understandable. Outlines provided during this session will include policy forms and endorsements that remain valuable tools long after the presentation.

The afternoon session entails an in-depth discussion of Farm liability and commonly used endorsements to “fill the gaps”, along with risk management techniques to control small farm exposures.

## Virtual University Top 10 Countdown – Personal Lines (3 P/C CEUs – NE\*)

**Instructor** – Chris Amrhein, AAI

You’ll learn how to handle the ten top coverage and claims questions from IIABA’s acclaimed “Virtual University,” in a fun, fast-paced format, such as:

- iPhones, iPods, iPads – Are they iCovered? (Homeowners)
- Baby, you can drive a car (Teenagers and the PAP)
- Flooded basements = drowned coverage? (Flood)
- Hit deer, enter twilight zone (PAP)
- Let’s spend our lives together (Personal Lines and Relationships)

Each topic consists of a key question, a forms review and a summary answer.

**Sam Bennett**, CIC, CPIA, AFIS



Sam Bennett is an active retail producer, presenter, and partner in Harrison Agency, Inc. of Columbia, Missouri. He began his insurance career in 1987 and has been an Independent Insurance Agent from the beginning.

Sam has taught for the National Alliance in the CISR program since 2000, has instructed in the CIC program since 2004, and in 2009 became a National CIC Faculty Member. Sam is also a National Faculty Member in the Agribusiness and Farm Insurance Specialist (AFIS) program.

# CONTINUING EDUCATION CONCURRENT SESSIONS

Thursday – February 6, 2014

8:30-11:30 AM

## If It Moves On The Farm, It Presents A Risk (3 P/C CEUs – NE\*)

**Instructor** – Sam Bennett, CIC, CPIA, AFIS

This presentation on the property and liability risks presented by items that move under their own power - trucks, tractors, private passenger autos, mobile equipment, etc. - includes an in-depth discussion of Personal Auto and Business Auto coverages and problematic exclusions and limitations, coverages in unendorsed Farm Liability and Property forms that can provide some protection.

## Bippity, Boppity, Booze (3 P/C CEUs – NE\*)

**Instructor** – Chris Amrhein, AAI

First we’ll “bop to the BOPs”. We’ll stroll through the typical BOP form and show that, contrary to common opinion, “one size fits all” makes no more sense in insurance than it does in clothing. There are a plethora of potential problems just crying for a sharp coverage eye to spot and solve. And that we will!

Then it’s on to the BIPs -- or Business Income Policies. A majorly overlooked coverage area even for the basic protection, we’ll be focusing on the optional coverages, forms and endorsements that can turn a plain vanilla BIP into a veritable plethora of pithy protection.

Next on tap: it’s time to bring on the Booze! Namely, a deep and coverage refreshing quaff from the cool stream of liquor liability. Beginning with its headsprings in the CGL liquor exclusion, we’ll ferment the questions and issues and find the standard endorsements available to eliminate/provide/modify coverage as the perfect chaser.

**Chris Amrhein**, AAI



Chris spent many years as a full-time educator/VP-Education for the Florida Association of Insurance Agents and VP-Education for the Independent Insurance Agents and Brokers of America. Those years found him traveling about the country teaching seminars on everything from agency management to the claims made CGL.

Chris is now a speaker, consultant, seminar leader and training developer, and resides in Lorton, Virginia. He has received rave reviews from IIAN members for past conference presentations.

1:00-4:00 PM

## The Good, The Bad & The Ethical (3 P/C CEUs – NE\*)

**Instructor** – Sam Bennett, CIC, CPIA, AFIS

Does your agency have an ethical “culture”? This participatory session looks at the concept of an agency’s ethical “culture” (or lack thereof), and the role of leaders in recognizing the “culture” and changing it for the better. Reasons to be ethical and how to overcome the impediments to ethical behavior will be discussed, along with various ethical dilemmas.

## The Good, The Bad & The Ugly – The Latest On Certificates of Insurance & Additional Insureds (3 P/C CEUs – NE\*)

**Instructor** – Chris Amrhein, AAI

First we’ll get an update on the latest developments regarding Certificates:

- Current ACORD form – problems, corrections, and copyright issues
- Current controversies – contractual transfer, AI’s, “primary and noncontributory”
- State laws, regulations, opinions
- Where do agents go from here?

April 1, 2013, marked the launch of ISO’s first significant revision to the CGL program in six years. While there were numerous updates, tweaks and revisions, provisions affecting Additional Insureds in both the standard CGL and AI endorsements may be the most crucial for agents and insureds to understand. The second half of this session will focus on those AI changes, with the intent to determine the answer to key questions.

The new changes are well intended. But noble intentions are often undone by the “Law of Unintended Consequences.” If AIs are a key issue in your coverage programs, and you are utilizing or competing with the new ISO forms, this session is for you.

Find out more and register at [www.iian.org](http://www.iian.org)