

38th Annual Winter Conference & Trade Fair

February 4-5, 2015

Ramada Inn, Kearney



GUARDIANS OF THE HEARTLAND

- Welcome from Farm & Small Agents Committee ... [page 2](#)
- Conference Program Schedule ... [page 3](#)
- Prime Rib Buffet Table Hosts [page 5](#)
- Hospitality Suites ... [page 5](#)
- Trade Fair Map ... [page 6](#)
- Exhibitor Information ... [page 7](#)
- IIAN Industry Partners [page 11](#)
- Sponsor Information ... [page 15](#)
- Winter Conference Attendee List ... [page 16](#)

CONFERENCE PROGRAM



**Trusted
Choice®**

**INDEPENDENT INSURANCE
AGENTS OF NEBRASKA**

Welcome Message from Farm & Small Agents Committee

Maureen Wagoner, Chairman



Welcome to the 38th Annual Winter Conference of the Independent Insurance Agents of Nebraska! The Farm & Small Agents Committee hopes that you have a great time at “GUARDIANS OF THE HEARTLAND”. We have designed this year’s conference based on your feedback—and we hope you enjoy it!

This year’s conference features **concurrent Continuing Education sessions** with both the Agribusiness and Property/Casualty topics you requested the most, to “empower you” on the latest issues and trends, and provide the CE hours you need.

You also tell us that networking is one of the major benefits of the conference — after a long day of “fighting the Un-Managed Risk Monster”, don’t miss the Trade Fair and refreshments on Wednesday evening! Conference exhibitors and company reps will be there to give you the latest information on their products and services. It’s also the perfect setting to gather with old friends and industry colleagues, and “align” with new ones. **“Super” tip: get your Prize Card punched by every exhibitor — you’ll be eligible to win one of three \$100-dollar cash prizes to be drawn at the end of the Trade Fair. You must be present to win!**

After the Trade Fair, **“fly right over” to the Prime Rib Buffet, which will feature fabulous food and a time for great dinner conversation.** No need to go out in the cold to keep the conversation going after the buffet—**enjoy Hospitality Suites from various sponsors/exhibitors.**

On Thursday morning we will “assemble our team” with a light breakfast , followed by more dynamic education sessions. **On behalf of the Farm & Small Agents Committee, I invite you to learn, network, and have a good time!**

2014-2015 FARM & SMALL AGENTS COMMITTEE

Maureen Wagoner, Chairman	Ryder Rosacker McCue Huston
Adam Backer	QBE NAU
Roger Gruwell	Risk & Insurance Solutions, LLC
Shari Horn.....	Farmers National Company
Denise Moderow.....	Ryder Rosacker McCue Huston
Jeff Noble.....	Cornerstone Insurance Group
Sherry Paczosa	Nationwide Agribusiness
Jim Steider.....	James A. Steider Agency, LLC
Daughn Trapp.....	Valley Insurance Services, Inc.

PROGRAM SCHEDULE

Wednesday, February 4, 2015

- 7:30 a.m. **Registration Opens**
 Hotel Guest— Hot Breakfast/ Non-hotel guests—Light Continental Breakfast
Sponsored by: Accident Fund Insurance Company of America
- 8:30 a.m. **Grand Opening/Concurrent Sessions**
- “Ag Risk Management ” – (3 CEUs) Paradise 4**
 Casey Roberts, CIC, AFIS, ACSR
 Sponsored by: Farmers Mutual of Nebraska
- “E&O Risk Management: A Guide For Agencies” – (6 Ethics)Jasmine/Hibiscus**
 Angie Heavener, CIC, CPIA
 Sponsored by: Markel FirstComp
- 9:45 a.m.....**Refreshment Break**
 Sponsored by: Patriot National Inc.
- 11:45 a.m. – 12:45 p.m.**Big I Programs Lunch..... Azalea Ballroom**
 Sponsored by: Risk Innovations LLC
- 1:00 p.m. **Concurrent Sessions**
- “Farm/Ag Equipment Breakdown ” – (3 CEUs)..... Paradise 4**
 Casey Roberts, CIC, AFIS, ACSR
 Sponsored by: Iowa Mutual Insurance Company
- “E&O Risk Management: A Guide For Agencies” Jasmine/Hibiscus**
 - **CONTNUED**
- 2:00 p.m.....**Refreshment Break**
 Sponsored by: Farmers Alliance Companies
- 4:00 – 7:00 p.m.....**Trade Fair/Reception (2 hr Open Bar/Hors d’oeuvres) Paradise 1 & 2 & 3**
- 7:00 – 8:30 p.m.....**Prime Rib Buffet Azalea Ballroom**
 Buffet Table Hosts:
- | | | |
|--------------------------------------|--------------------------------------|-----------------------------------|
| <i>AAA Nebraska</i> | <i>ARMtech Insurance Services</i> | <i>Columbia Insurance Group</i> |
| <i>Diversified Crop Ins Services</i> | <i>EMC Insurance Companies</i> | <i>Farmers Mutual of Nebraska</i> |
| <i>Imperial PFS</i> | <i>Iowa Mutual Insurance Company</i> | <i>Le Mars Insurance Company</i> |
| <i>Markel FirstComp</i> | <i>Nationwide Insurance</i> | <i>North Star Companies</i> |
| <i>ProAg</i> | <i>QBE NAU</i> | <i>The IMT Group</i> |
- 8:30 – 11:30 p.m.....**Hospitality Suites..... Rooms #182 and # 183**
- Room # 182—ADM Crop Risk**
 Room # 183—Risk Innovations LLC

PROGRAM SCHEDULE

Thursday, February 6, 2014

- 7:30 a.m. **Registration Opens**
Hotel Guest— Hot Breakfast/ Non-hotel guests—Light Continental Breakfast
Sponsored by: Continental Western Group
- 8:30 – 11:30 a.m. **Concurrent Sessions**
- Managing Ins. Consumer Services in the Digital Age** – (3 Ethics) **Paradise 2**
 Paul Martin, CPCU
 Sponsored by: The IMT Group
- CISR Elements of Risk Management** – (7 PC) **Paradise 3**
 Charles Hembree, CIC, CRM, CPIA
 Sponsored by: AAA Nebraska
- Farm/Ag Workers Compensation** – (3 CEUs) **Paradise 4**
 Casey Roberts, CIC, AFIS, ACSR
 Sponsored by: ProAg
- 9:45 a.m. Refreshment Break
 Sponsored by: Rain & Hail LLC
- 11:30 a.m. – 12:30 p.m. **Big I Lunch** **Azalea Ballroom**
 Sponsored by: Rural Community Insurance Services
- 12:30 p.m.—3:30 p.m. **Concurrent Sessions**
- Understanding Business Income** – (3 PC) **Paradise 2**
 Paul Martin, CPCU
 Sponsored by: ARMtech Insurance Services
- CISR Elements of Risk Management** – (Continued) **Paradise 3**
 Charles Hembree, CIC, CRM, CPIA
- Challenging Farm/Ag Exposures** – (3 CEUs) **Paradise 4**
 Casey Roberts, CIC, AFIS, ACSR
 Sponsored by: North Star Mutual Insurance Company
- 1:30 – 2:00 p.m. **Refreshment Break**
 Sponsored by: RAS Companies
- 3:30 p.m. Adjourn

General Sponsorships:

*Auto-Owners Insurance Company
Columbia Insurance Group
EMC Insurance Companies
Diversified Crop Insurance Services
Imperial PFS
Le Mars Insurance Company
Midwest Regional Agency
Nationwide Insurance
Progressive
QBE NAU
Sagamore Insurance Company
Travelers
United Fire Group*

PRIME RIB BUFFET

Join us in the Azalea Room Wednesday night at 7:00 PM for the fabulous food at the Big I Prime Rib Buffet Dinner.



Say “Thank You” to all of the following
Prime Rib Buffet Table Hosts:

- AAA Nebraska
- ARMtech Insurance Services
- Columbia Insurance Group
- Diversified Crop Ins. Services
- EMC Insurance Companies
- Farmers Mutual of NE
- Imperial PFS
- Iowa Mutual Insurance Company
- Le Mars Insurance Company
- Markel FirstComp
- Nationwide Insurance
- North Star Companies
- ProAg
- QBE NAU
- The IMT Group



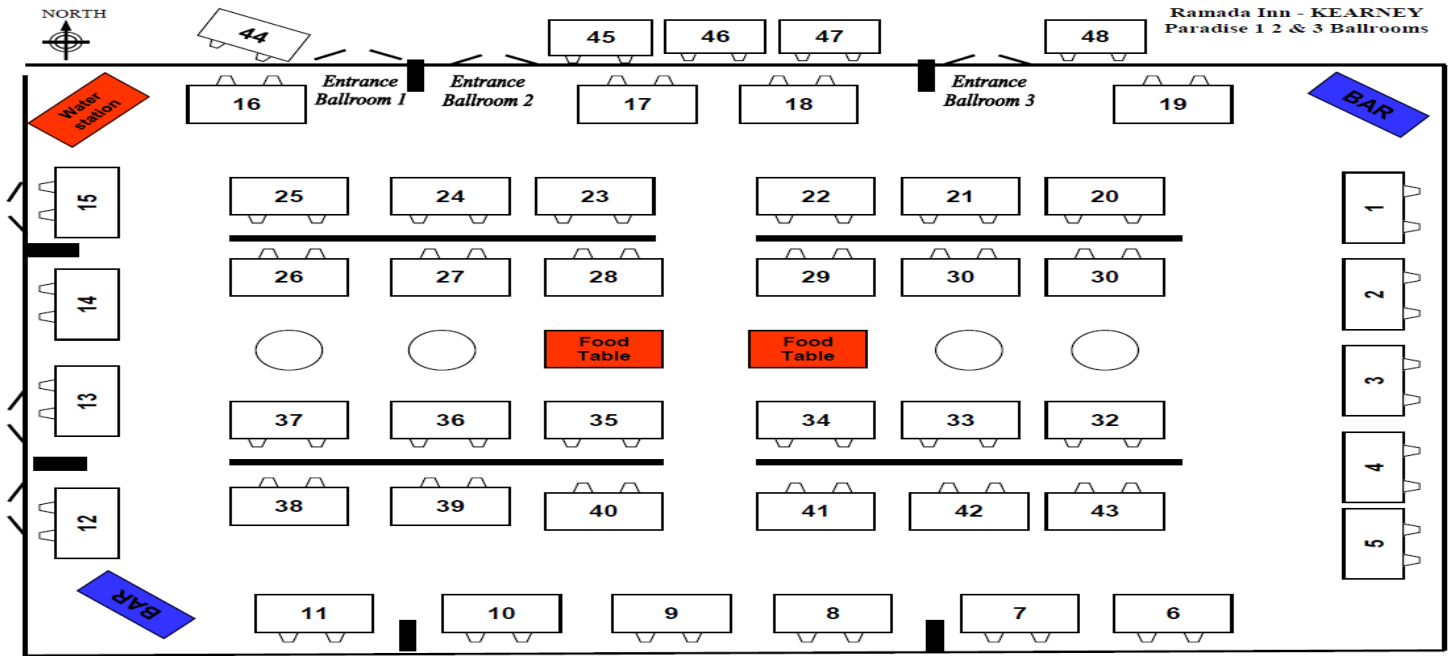
ENJOY THE LATE-NIGHT HOSPITALITY SUITES

After enjoying the buffet, cap off the night by enjoying the Big I’s Hospitality Suite from 8:30 p.m.—Midnight

- | | |
|------------------|-------------------------------|
| Room #182 | ADM Crop Risk Services |
| Room #183 | Risk Innovations LLC |

Trade Fair Map

Ramada Inn - KEARNEY
Paradise 1 2 & 3 Ballrooms



- | | |
|--|--|
| 1. EMC National Life | 25. Imperial PFS |
| 2. Paul Davis Restoration | 26. .ADM Crop Risk Services |
| 3. Risk Innovations LLC | 27. SEMCAT |
| 4. Great American Insurance Group | 28. CRDN |
| 5. Farmers Alliance Companies | 29. Philadelphia Insurance Company |
| 6. Senior Insurance Marketing | 30. Travelers Agribusiness |
| 7. Ringwalt & Liesche | 31. NCMIC Finance Corporation |
| 8. AgriLogic Insurance Services | 32. Midwest Insurance Agency Alliance |
| 9. Risk Placement Services | 33. The McGowan Companies |
| 10. Battle Creek Mutual | 34. Diversified Crop Insurance Services |
| 11. AMERISAFE | 35. Dairyland Auto Insurance |
| 12. ARMtech Insurance Services | 36. Capital Premium Financing, Inc. |
| 13. Columbia Insurance Group | 37. Patriot National Inc. |
| 14. Home Warranty, Inc. | 38. Yellow Van Cleaning Services |
| 15. VGM Specialty Underwriters | 39. Mid-America Risk Managers, Inc. |
| 16. Rural Community Insurance Services | 40. ProAG |
| 17. AAA Nebraska | 41. Apps Paramedical |
| 18. AFS/IBEX Financial Services, Inc. | 42. Rain & Hail LLC |
| 19. Markel FirstComp | 43. Berkshire Hathaway Homestate Companies |
| 20. QBE NAU | 44. Burns & Wilcox |
| 21. Muench Insurance LLC | 45. The Essential Step |
| 22. Washington National | 46. Wiig-Codr Underwriters |
| 23. IIA of Nebraska/Trusted Choice | 47. Roof-Tech |
| 24. NASC | 48. All Star Auto Glass |



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

2015 Winter Conference Exhibitors

AAA Nebraska

Kimberly L. Robinson, MBA, MS

910 N 96th St

Omaha, NE 68114-2573

klrobinson@aaane.com

Phone: (402) 390-1000

Fax (402) 390-6023

Booth 17

AgriLogic Insurance Services

Eric Rader

4551 W 107th St, Ste 250

Overland Park, KS 66207

erader@agrillogic.com

Phone: (913) 648-2554

Fax (913) 648-2207

Booth 8

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 41

Berkshire Hathaway Homestate

Taylor Kathe

3333 Farnam St, Ste 300

Omaha, NE 68131-3406

tkathe@bhhc.com

Phone: (800) 488-2930

Fax (415) 675-5542

Booth 43

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 13

ADM Crop Risk Services

Dustin Smith

210 North Ida St

Fullerton, NE 68638

dsmith@admcrs.com

Phone: (217) 201-0159

Fax (217) 459-2476

Booth 26

All Star Auto Glass

Steve Mather

1354 33rd Ave

Columbus, NE 68601-4844

Phone: (402) 562-2002

Fax

Booth 48

ARMtech Ins Services

Lee Redger

7101 82nd St.

Lubbock, TX 79424-4703

lredger@armt.com

Phone: (806) 784-3458

Fax (806) 473-0334

Booth 12

Burns & Wilcox Ltd.

John Karl

7500 College Blvd, Ste 1215

Overland Park, KS 66210-4000

jjkarl@burns-wilcox.com

Phone: (913) 451-3135

Fax (913) 451-3156

Booth 44

CRDN

Colleen Olson

6942 N 97th Cr

Omaha, NE 68122

colleen.olson@crdn.com

Phone: (402) 734-4620

Fax (402) 734-5177

Booth 28

AFS/IBEX Financial Services, Inc.

Bill Dickey

PO Box 650786

Dallas, TX 75201

bdickey@afsibex.com

Phone: (312) 493-9326

Fax (630) 578-1975

Booth 18

AMERISAFE

Mark Burger

2301 Highway 190 West

DeRidder, LA 70634-6004

mburger@amerisafe.com

Phone: (800) 897-9719

Fax (800) 450-1091

Booth 11

Battle Creek Mutual

Bruce J. Zimmerman

PO Box 340

Battle Creek, NE 68715-0340

bzimmerman@bcmutual.com

Phone: (402) 654-3311

Fax (402) 654-3407

Booth 10

Capital Premium Financing, Inc.

Lorie Estelle

8331 Oakview Cr.

Lenexa, KS 66215-5383

lestelle@capitalpremium.net

Phone: (913) 579-7727

Fax (855) 470-2628

Booth 36

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 35



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

2015 Winter Conference Exhibitors

Diversified Crop Insurance Services

Christie Mendenhall

1608 A West Lafayette
Jacksonville, IL 62650-1980
christie.mendenhall@cgb.com
Phone: (217) 479-6068
Fax
Booth 34

Farmers Alliance Mutual Ins.

Jack Rader

PO Box 1401
McPherson, KS 67460-1401
jack-rader@fami.com
Phone: (620) 241-2200
Fax (620) 241-5482
Booth 5

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 25

Mid-America Risk Managers, Inc.

Tara Willmann

5036 S. 136th St.
Omaha, NE 68137-1681
tara@marm.net
Phone: (402) 894-2666
Fax (402) 894-2999
Booth 39

Nebraska Agency Services Corp

Brenda S. Kaiser, CIC, AAI

8231 Northwoods Dr, Ste B
Lincoln, NE 68505
brenda.kaiser@biginebraska.org
Phone: (402) 476-2951
Fax (402) 476-1586
Booth 24

EMC National Life Company

Chris Huff

PO Box 9202
Des Moines, IA 50306
chuff@emcni.com
Phone: (515) 237-2019
Fax (515) 237-2288
Booth 1

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 4

Markel FirstComp

Steven A. Linbo

PO Box 3009
Omaha, NE 68103-0009
slinbo@firstcomp.com
Phone: (402) 926-0099
Fax (888) 500-1236
Booth 19

Midwest Insurance Agency Alliance

Tomi J. Coffey

PO Box 29319
Lincoln, NE 68529-0319
tomi@miaainsurance.com
Phone: (402) 467-5355
Fax (402) 467-5422
Booth 32

NCMIC Finance Corporation

Lisa Logan

14001 University Ave.
Clive, IA 50325-8258
llogan@ncmic.com
Phone: (515) 313-4645
Fax (515) 313-4483
Booth 31

Essential Step & Central Fin. Svcs

David W. Teche

6355 S. 56th St.
Lincoln, NE 68516-3390
dteche@cfsinc.com
Phone: (402) 423-4022
Fax (402) 423-4122
Booth 45

Home Warranty, Inc.

Susan Meier

PO Box 1
Rock Rapids, IA 51246-0001
susanm@homewarrantyinc.com
Phone: (877) 977-4949
Fax (866) 977-4949
Booth 14

McGowan Companies

Tammy Bogner

20595 Lorain Rd
Fairview Park, OH 44126
tbogner@mcgowancompanies.com
Phone: (800) 545-1538
Fax
Booth 33

Muench Insurance, LLC

Rodney A. Muench, CPCU

911 N. 149th St.
Omaha, NE 68154-1934
rodmuench@muenchinsurance.com
Phone: (402) 891-8002
Fax (888) 570-8791
Booth 21

Patriot National, Inc.

John Chisenhall

401 E. Las Olas Blvd., Ste 1650
Ft. Lauderdale, FL 33301-4252
jchisenhall@patnat.com
Phone: (636) 237-2050
Fax (636) 237-2028
Booth 37



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

2015 Winter Conference Exhibitors

Paul Davis Restoration

Cindy Gessert

3641 S 6th St

Lincoln, NE 68502

cgessert@pdrilinc.com

Phone: (402) 474-1414

Fax (402) 474-1467

Booth 2

QBE NAU

Adam Backer

7333 Sunwood Dr.

Ramsey, MN 55303-5119

adam.backer@naucountry.com

Phone: (763) 427-3770

Fax (763) 427-6473

Booth 20

Risk Innovations LLC

Kolter Hoffman

229 SE Douglas, Ste 220

Lees Summit, MO 64063-2301

khoffman@riskinnovationsllc.com

Phone: (800) 913-6696

Fax (866) 262-5802

Booth 3

Rural Community Ins. Services

Nicholle C. Renshaw

PO Box 5118

Sioux Falls, SD 57117-5118

nicholle.renshaw@rcis.com

Phone: (888) 288-7247

Fax

Booth 16

Travelers Agribusiness

Elliott Grosse

6060 S Willow Dr, #300

Greenwood Village, CO 80111-5112

egrosse@travelers.com

Phone: (800) 241-3276

Fax

Booth 30

Philadelphia Insurance Companies

Brandon Boyack

4000 West 114th St, Ste 250

Leawood, KS 66211

brandon.boyack@phly.com

Phone: (913) 333-5000

Fax (866) 823-1864

Booth 29

Rain & Hail LLC.

Dan DeLano

14517 F Street, Ste 213

Omaha, NE 68137-1055

dan.delano@rainhail.com

Phone: (402) 334-5176

Fax (515) 559-1557

Booth 42

Risk Placement Services, Inc.

Mike McGuire

13200 Metcalf Ave, Ste 120

Overland Park, KS 66213-2834

mike_mcguire@rpsins.com

Phone: (913) 681-6660

Fax (913) 681-6151

Booth 9

SEMCAT

Darbi Herring

2124 Y St. Suite 210

Lincoln, NE 68503

Phone: (402) 218-1495

Fax (801) 469-4253

Booth 27

Trusted Choice

Paul Martin

127 South Peyton St

Alexandria, VA 22314-2803

paul.martin@trustedchoice.com

Phone:

Fax (703) 683-7556

Booth 23

ProAg

Rita M. Deveny

101 N Main Ave, Ste 306

Sioux Falls, SD 57104

rdeveny@proag.com

Phone: (763) 657-2526

Fax (800) 839-2852

Booth 40

Ringwalt & Liesche

Kevin Kraft

3024 Harney St.

Omaha, NE 68131-3535

krkraft@ringwalt.com

Phone: (402) 916-3390

Fax (402) 916-3333

Booth 7

Roof-Tech

Ray E. Cooper

PO Box 45571

Omaha, NE 68145

rcooper@rooftech.us

Phone: (402) 708-6884

Fax

Booth 47

Senior Insurance Marketing

Michael Roth

7160 S 29th St, Ste 10

Lincoln, NE 68516

mroth@simkt.com

Phone: (402) 434-7761

Fax (402) 434-7764

Booth 6

VGM Specialty Underwriters

Lee Gill

16011 College Blvd, Ste 203

Lenexa, KS 66219-1438

lee.gill@vgmsu.com

Phone: (913) 469-1188

Fax (913) 469-1177

Booth 15



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

2015 Winter Conference Exhibitors

Washington National/PMA

Mark T. Headrick

PO Box 21650

Lincoln, NE 68542

mark@nebraska.usa.com

Phone: (402) 416-5021

Fax

Booth 22

Wiig-Codr Underwriters Co.

Jim Codr

9802 Nicholas St, #115

Omaha, NE 68114-4476

jcodr@wiigcodr.com

Phone: (402) 498-8000

Fax (402) 498-5797

Booth 46

Yellow Van Cleaning Services

Michael Keiter

206 E. 6th St

Kearney, NE 68847-7405

Michael@yellowvan.com

Phone: (308) 234-2930

Fax (308) 234-6521

Booth 38



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

2015 Winter Conference: Industry Partners

DIAMOND:

Markel FirstComp

Paula Zeedyk

PO Box 3009

Omaha, NE 68103-0009

pzeedyk@firstcomp.com

Phone: (402) 926-0099

Fax: (888) 500-1236

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

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

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

Iowa Mutual Insurance Company

Shawn Kimmes

509 9th Street

DeWitt, IA 52742-1333

shawn.kimmes@iowamutual.com

Phone: (800) 627-8861

Fax: (563) 659-1351

GOLD:

AAA Nebraska

Kim Robinson

910 N 96th St

Omaha, NE 68114

klrobinson@aaane.com

Phone: (402) 455-1495

Fax: (402) 390-6023

ARMtech Insurance Services

Lynette Wilson

7101 82nd

Lubbock, TX 79424

lwilson@armt.com

Phone: (806) 784-3458

Fax: (806) 473-0334

Diversified Crop Insurance Services

Christie Mendenhall

1608 A West Lafayette

Jacksonville, IL 62650

christie.mendenhall@cgb.com

Phone: (217) 479-6068

Imperial PFS

Mike Keegan

301 West 11th St, 4th Floor

Kansas City, MO 64105

mike.keegan@ipfs.com

Phone: (816) 942-6336

Fax: (816) 943-0588

Le Mars Insurance Company

Richard Mason

PO Box 1608

Le Mars, IA 51031

richardmason@donegalgroup.com

Phone: (800) 545-6480

Fax: (712) 546-5485

Nationwide Insurance

Steve Mitchell

PO Box 80758

Lincoln, NE 68501-0758

mitch4@nationwide.com

Phone: (800) 228 4011

Fax: (402) 419-7888

North Star Companies

Larry Johnson

PO BOX 48

Cottonwood, MN 56229-0048

johnsonl@nstarco.com

Phone: (800) 622-5230

Fax: (507) 423-6002

ProAg

Rita Deveny

PO Box 229

Amarillo, TX 79109

rdeveny@proag.com

Phone: (800) 852-4497

Fax: (800) 839-2852

QBE NAU

Ken Janicek

7333 Sunwood Dr

Ramsey, MN 68135

Ken.janicek@naucountry.com

Phone: (763) 427-3770

Fax: (763) 427-6473



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

2015 Winter Conference: 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

Continental Western Group

Staci Deger

PO Box 80439

Lincoln, NE 68501

sdeger@cwains.com

Phone: (402)423-7688

Fax: (402) 421-4308

Progressive

Ryan Phillips

11820 Harrison St

LaVista, NE 68128

ryan_a_phillips@progressive.com

Phone: (800) 274-4055

Fax: (402) 964-9408

Risk Innovations LLC

Jeff Sandy

229 SE Douglas, Ste 220

Lees Summit, MO 64063

jsandy@riskinnovationsllc.com

Phone: (800) 913-6696

Fax: (866) 262-5802

Rural Community Insurance Services

Nicholle Renshaw

PO Box 5118

Sioux Falls, SD 57117

tnicholle.renshaw@rcis.com

Phone: (888) 288-7247

Fax: (605) 575-6507

Sagamore Insurance Company

Jamie Alexander

PO Box 2000

Carmel, IN 46082

jalexander@sagamoreinsurance.com

Phone: (800) 317-9402

Fax: (800) 511-5087

BRONZE:

Auto-Owners Insurance Company

Kraig T. Klopfenstein

1621 West Lakes Parkway

West Des Moines, IA 50265

klopfenstein.kraig@aoins.com

Phone: (800) 258-5519

Fax: (515) 225-8845

Farmers Alliance Companies

Jack Rader

PO Box 1401

McPherson, KS 67460-1401

jack-rader@fami.com

Phone: (800) 362-1075

Fax: (800) 242-4264

Liberty Mutual

Laura Hays

1245 Jordan Creek Pkwy, Ste 200

Des Moines, IA 50266-2313

laura.hays@libertymutual.com

Phone: (800) 747-7833

Fax: (866) 835-6484

Midwest Regional Agency

Stan Brown

201 S 84th St

Lincoln, NE 68510-2606

sbrown@midwestagencyllp.com

Phone: (402) 483-1045

Fax: (402) 483-0648

Patriot National Inc.

John Chisenhall

401 E Las Olas Blvd, Ste 1650

Ft. Lauderdale, FL 33301-4252

jchisenhall@patnat.com

Phone: (800) 948-2651

Fax: (636) 237-2028

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

RAS

Steve Lincoln

PO Box 89310

Sioux Falls, SD 57109-9310

Steve.lincoln@rascompanies.com

Phone: (800) 732-1486

Fax: (877) 884-6573

Travelers

Robert Anderson

385 Washington St.

St. Paul, MN 55102-1396

rande11@travelers.com

Phone: (651) 310-7403

Fax: (651) 310-3226

United Fire Group

Patrick Kane

PO Box 73909

Cedar Rapids, IA 52407

pkane@unitedfiregroup.com

Phone: (800) 553-7937

Fax: (800) 942-1176



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

2015 Winter Conference: Industry Partners

COPPER:

ADM Crop Risk Services

Dustin Smith

300 W Broadway, Ste 105
Council Bluffs, IA 51503-9050

dsmith@admcrs.com

Phone: (800) 500-2836

Fax: (217) 459-2476

Burns & Wilcox

John Karl

7500 College Blvd, Ste 1215
Overland Park, KS 66210

jjkarl@burns-wilcox.com

Phone: (913) 451-3135

Fax: (913) 451-3156

Essential Step/Central Fin.Srvs

Dave Teche

6355 S. 56th St.
Lincoln, NE 68516

dteche@theessentialstep.com

Phone: (402) 423-4022

Fax: (402) 423-4122

Midwest Family Mutual Ins. Co.

Brian Sloan

PO Box 9425
Minneapolis, MN 55440-9425

Brian.sloan@midwestfamily.com

Phone: (800) 225-5636

Fax: (763) 951-7092

Muench Insurance LLC

Rod Muench

911 N 149th St.
Omaha, NE 68154

rodmuench@muenchinsurance.com

Phone: (402) 891-8002

Fax: (888) 570-8791

North American Software Associates

Nick Fosse

PO Box 192
Sauk Centre, MN 56378-0192

nick@nasasoft.com

Phone: (320) 352-1801

Fax: (320) 254-3633

Berkshire Hathaway

Nathan Kopf

3333 Farnam St, Ste 300
Omaha, Ne 68131

nkopf@bhhc.com

Phone: (800) 488-2930

Fax: (415) 675-5542

Capital Premium Financing, Inc.

Lorie Estelle

8331 Oakview Cr.
Lenexa, KS 66215

lestelle@capitalpremium.net

Phone: (913) 579-7727

Fax: (800) 700-3710

Great American Insurance Group

Joe Groen

PO Box 7016
Lawrence, KS 66044

jgroen@gaic.com

Phone: (800) 336-4359

Fax: (785) 749-1301

Mid-America Risk Managers, Inc.

Chandra Timmons

5036 S 136th St.
Omaha, Ne 68137

chandra@marm.net

Phone: (800) 935-6276

Fax: (402) 894-2999

NCMIC Finance Corporation

Lisa Logan

14001 University Ave
Clive, IA 50325

llogan@ncmic.com

Phone: (515) 313-4645

Fax: (515) 313-4483

Paul Davis Restoration

Cindy Gessert

3641 S. 6th St
Lincoln, NE 68502

cgessert@pdrlinc.com

Phone: (800) 472-2602

Fax: (402) 474-1467

AMERISAFE

Mark Burger

2301 Highway 190 West
DeRidder, LA 70634-6004

mburger@amerisafe.com

Phone: (800) 897-9719

Fax: (800) 450-1091

CRDN

Colleen Olson

6942 N 97th Cr
Omaha, NE 68122

Colleen.olson@crdn.com

Phone: (877) 374-2736

Fax: (402) 734-5177

Home Warranty, Inc.

Susan Meier

PO Box 1
Rock Rapids, IA 51246

susanm@homewarrantyinc.com

Phone: (877) 977-4949

Fax: (866) 977-4949

Midwest Insurance Agency Alliance

Mark Bishoff

PO Box 29319
Lincoln, NE 68529

mark@allamericanins.com

Phone: (402) 467-5355

Fax: (402) 467-5422

NEBRASKALAND Glass

PJ Shaw

PO Box 483
York, NE 68467-0483

Phone: (800) 880-8800

Fax:

Pennsylvania Lumbermens Mutual Ins.

Steve Firko

2005 Market St, Ste 1200
Philadelphia, PA 19103-7008

sfirko@plmins.com

Phone: (800) 752-1895

Fax: (215) 625-9097



**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

2015 Winter Conference: Industry Partners

COPPER:

Philadelphia Insurance Company

Brandon Boyack

4000 West 114th St, Ste 250
Leawood, KS 66211

brandon.boyack@phly.com

Phone: (877) 439-7459

Fax: (866) 823-1864

SAFECO Insurance

Jeff Ewen

7202 Giles Road, #4-237
LaVista, NE 68128

jeffrey.ewen@safeco.com

Phone: (402) 596-2169

Fax: (888) 268-8840

Truckers Insurance Associates

Doug Wilson

PO Box 1494
Des Moines, IA 50305

dwilson@truckers-insurance.com

Phone: (800) 652-9515

Fax: (515) 276-1418

Washington National/PMA

Mark Headrick

PO Box 21650
Lincoln, NE 68542

mark@nebraska.usa.com

Phone: (402) 416-5021

Fax:

Ringwalt & Liesche

Loree Schroeder

3024 Harney St.
Omaha, NE 68131

laschroeder@nationalindemnity.com

Phone: (800) 708-7448

Fax: (402) 916-3333

SEMCAT

Nathan Waite

2124 Y St. Suite 210
Lincoln, Ne 68503

nathan@semcat.net

Phone: (402) 218-1495

Fax: (801) 469-4253

Universal Surety Co.

Jessica Marsh

PO Box 80468
Lincoln, NE 68501-0468

jessicam@universalinland.com

Phone: (402) 435-4302

Fax: (402) 435-3274

Wiig-Codr Underwriters Co.

Frank Codr

9802 Nicholas St, Ste 115
Omaha, NE 68114-4476

fcodr@wiigcodr.com

Phone: (402) 498-8000

Fax: (402) 498-5797

Risk Placement Services, Inc.

Kathy Gallagher-Burton

13200 Metcalf Ave, Ste 120
Overland Park, KS 66213

kathy_gallagher-burton@rpsins.com

Phone: (913) 905-8664

Fax: (913) 681-6151

Senior Insurance Marketing

Michael Roth

7160 S 29th St, Ste 10
Lincoln, NE 68516

mroth@simkt.com

Phone: (402) 434-7761

Fax: (402) 434-7764

VGM Specialty Underwriters

Lee Gill

16011 College Blvd, Ste 203
Lenexa, KS 66219-1438

lee.gill@vgmsu.com

Phone: (800) 203-3233

Fax: (913) 469-1177

Yellow Van Cleaning Services

Michael Keiter

206 E. 6th St
Kearney, NE 68847

Michael@yellowvan.com

Phone: (308) 234-2930

Fax: (308) 234-6521



2015 Winter Conference: Sponsors

Emerald:

Agrilogic Insurance Services

Eric Rader

4551 W 107th St, Ste 250
Overland Park, KS 66207

erader@agrilogic.com

Phone: 888-245-6442

Fax: 913-648-2207

AMERISAFE

Mark Burger

2301 Highway 190 West
DeRidder, LA 70634-6004

mburger@amerisafe.com

Phone: 800-897-9719

Fax: 800-450-1091

Diversified Crop Insurance Services

Christie Mendenhall

1608 A West Lafayette
Jacksonville, IL 62650-1980

Christie.mendenhall@cqb.com

Phone: 217-479-6068

Farmers Alliance

Bob Bortz

PO Box 1401
McPherson, KS 67460

Bob-bortz@fami.com

Phone: 308-382-5701

Fax: 620-241-5482

Rain & Hail LLC.

Dan DeLano

14517 F St, Ste 213
Omaha, Ne 68137-1055

dan.delano@rainhail.com

Phone: 800-633-3550

Fax: 515-559-1557

Sapphire:

Battle Creek Mutual

Bruce Zimmerman

PO Box 340
Battle Creek, NE 68715-0340

bzimmerman@bcmutual.com

Phone: 402-654-3311

Fax: 402-654-3407

NCMIC Finance Corporation

Lisa Logan

14001 University Ave.
Clive, IA 50325-8258

llogan@ncmic.com

Phone: 515-313-4645

Fax: 515-313-4483

2015 Winter Conference

Thomas J. Abramson
Abramson & Associates Ins Agency
805 Ninth St.
Gothenburg, NE 69138-2012
Ph - (308) 537-3372

Shannon S Ahlstrom
Sargent Insurance Agency
PO Box 116
Thedford, NE 69166-0116
Ph - (308) 645-2519

Matthew Albertson
AMERISAFE
703 NW Whitney Dr
Grain Valley, MO 64029
Ph - (337) 460-3441

Jeff H. Allen
Columbia Insurance Group
10820 Harney Street
Omaha, NE 68154-2638
Ph - (402) 330-5600

Steve Anderson
The Anderson Network, Inc.
PO Box 1546
Franklin, TN 37065
Ph - (615) 599-0085

Michelle L. Appelt
Mundhenke Agency, Inc.
PO Box 107
Ainsworth, NE 69210-0107
Ph - (402) 387-2883

Debra J. Arends
The Home Agency
601 Rockford
Elwood, NE 68937
Ph - (308) 785-2803

Tina M. Aschoff
Stuehrenberg Agency, Inc.
2505 Osborne Drive West
Hastings, NE 68902-2065
Ph - (402) 462-4301

Adam Backer
QBE NAU
8401 S 142nd Ave
Omaha, NE 68138
Ph - (763) 427-3770

Robert Baker
Battle Creek Mutual
PO Box 340
Battle Creek, NE 68715-0340
Ph - (402) 654-3311

Abby Barta
Kaup's Insurance & Investments
PO Box 265
Stuart, NE 68780-0265
Ph - (402) 924-3607

Stacy L. Bates
Ellerbrock-Norris Insurance
PO Box 816
Hastings, NE 68902-0816
Ph - (402) 463-2461

Chad M. Beezley
Ellerbrock-Norris Insurance
4111 4th Ave, Ste 24
Kearney, NE 68845-2884
Ph - (308) 698-0114

Jason W. Bell
Jones Insurance Agency, Inc.
PO Box 229
David City, NE 68632-0229
Ph - (402) 367-3674

Mark Bergerson
APPS Paramedical
2718 So. 148th Ave. Circle
Omaha, NE 68144-3210
Ph - (402) 334-2777

Danielle Bertrand
Home Warranty, Inc.
PO Box 1
Rock Rapids, IA 51246-0001
Ph - (877) 977-4949

Lauren Biggs
Columbia Insurance Group
10820 Harney Street
Omaha, NE 68154-2638
Ph - (402) 330-5600

Tammy Bogner
McGowan Companies
20595 Lorain Rd
Fairview Park, OH 44126
Ph - (330) 203-9749

Donna F. Bosard
Risk & Insurance Solutions, LLC
PO Box 395
Kearney, NE 68848-0395
Ph - (308) 698-7711

Brandon Boyack
Philadelphia Insurance Companies
4000 West 114th St, Ste 250
Leawood, KS 66211
Ph - (913) 333-4996

Lou Bozak
Paul Davis Restoration
3505 S. 61st Ave. Circle
Omaha, NE 68106
Ph - (402) 553-0373

Carrie L. Brown
Western Insurors of NE
PO Box 1858
North Platte, NE 69103-1858
Ph - (308) 532-4060

Douglas J. Brummels
Affiliated Brokers Insurance
PO Box 1208
Kearney, NE 68848-1208
Ph - (308) 234-2436

Heather J. Brummels
Affiliated Brokers Insurance
PO Box 1208
Kearney, NE 68848-1208
Ph - (308) 234-2436

Amy L. Brunken
Burwell Insurance Agency
PO Box 397
Burwell, NE 68823-0397
Ph - (308) 346-4071

Pat J. Burbach
Anderson & Anderson Insurance, Inc.
PO Box 17
Hartington, NE 68739-0017
Ph - (402) 254-3915

Mark Burger
AMERISAFE
2301 Highway 190 West
DeRidder, LA 70634-6004
Ph - (800) 897-9719

Mary Campbell
Dairyland Auto Insurance
4184 Indianhead Rd.
Grand Island, NE 68803-6435
Ph - (308) 381-7341

John Chisenhall
Patriot National, Inc.
555 Mayrville University Dr, Ste 650
St. Louis, MO 63141
Ph - (314) 724-8574

H. James Christensen
Christensen Ins/Triangle Ins
PO Box 266
St. Paul, NE 68873-0266
Ph - (308) 754-5467

Vincent L. Christensen
Christensen Ins/Triangle Ins
PO Box 266
St. Paul, NE 68873-0266
Ph - (308) 754-5467

Sara Clopp
SEMCAT
2124 Y St. Suite 210
Lincoln, NE 68503
Ph - (402) 218-1495

Frank Codr
Wiig-Codr Underwriters Co.
9802 Nicholas St, #115
Omaha, NE 68114-4476
Ph - (402) 498-8000

Tomi J. Coffey
Midwest Insurance Agency Alliance
PO Box 29319
Lincoln, NE 68529-0319
Ph - (402) 467-5355

Dennis J. Connealy
Connealy Insurance
PO Box 27
Tekamah, NE 68061-0027
Ph - (402) 374-1812

Ray E. Cooper
Roof-Tech
PO Box 45571
Omaha, NE 68145
Ph - (402) 708-6884

Adam Crowe
North Star Mutual Insurance Company
1735 Laguna
Fremont, NE 68025
Ph - (507) 423-6262

Kimberly S. Cyboron
Barney Insurance, Inc.
PO Box 3199
Kearney, NE 68848-3199
Ph - (308) 237-2222

Jon M. Daniels
Gregory's Insurance, Inc.
240 E. Third St.
Chadron, NE 69337-2302
Ph - (308) 432-8050

Barbara K. Davis
Sandhills Insurance Agency
PO Box 286
Valentine, NE 69201-0286
Ph - (402) 376-1345

Tony Davis
Rain & Hail LLC.
14517 F Street, Ste 213
Omaha, NE 68137-1055
Ph - (402) 334-5176

Melinda T. Dealey
The Writer Agency, LLC
55 River Road Ste 4
Ogallala, NE 69153
Ph - (308) 284-6417

Staci Deger
Continental Western Group
5911 Queens Dr
Lincoln, NE 68516
Ph - (402) 423-7688

Dan DeLano
Rain & Hail LLC.
14517 F Street, Ste 213
Omaha, NE 68137-1055
Ph - (402) 334-5176

B. Jo DeMarco
C.E. Smith Ins. & Fin. Svcs
1300 E. 4th St., Ste. E2
North Platte, NE 69101-4393
Ph - (308) 534-3556

Candy J. Dembowski
Doniphan Insurance Agency
PO Box 230
Doniphan, NE 68832-0230
Ph - (402) 845-6568

Rita M. Deveny
ProAg
1209 Sherman Ave
Grand Island, NE 68803
Ph - (308) 384-5083

Yvonne L. Deyle
Barney Insurance, Inc.
5820 N. Ave. #24
Kearney, NE 68847
Ph - (308) 237-2222

Bill Dickey
AFS/IBEX Financial Services, Inc.
PO Box 650786
Dallas, TX 75201
Ph - 3124939326

Chad Dlouhy
Farmers Mutual of Nebraska
PO Box 81529
Lincoln, NE 68501-1529
Ph - (402) 434-8300

Kip R. Engell
HomeTown Agency
PO Box 100
Wauneta, NE 69045-0100
Ph - (308) 697-4227

H. Frank Erickson
Erickson Agency, Inc.
709 Burlington St.
Holdrege, NE 68949
Ph - (308) 995-8694

Lorie Estelle
Capital Premium Financing, Inc.
8331 Oakview Cr.
Lenexa, KS 66215-5383
Ph - (913) 579-7727

Jared L. Fagot
Barney Insurance, Inc.
Box 1040
Lexington, NE 68850-1040
Ph - (308) 324-6224

Mitchell L. Freshour
Weber Insurance Agency
PO Box 628
Columbus, NE 68602-0628
Ph - (402) 564-3239

Mark A. Fritson
General Service Agency
PO Box 617
Holdrege, NE 68949-0617
Ph - (308) 995-6123

Cody Fruin
North Star Mutual Insurance Company
PO Box 48
Cottonwood, MN 56229-0048
Ph - (507) 423-1614

Teresa M. Gardner
Maywood Insurance Agency
PO Box 26
Maywood, NE 69038-0026
Ph - (308) 362-4206

Betty J. George
The Insurance Center
PO Box 400
Ansley, NE 68814-0400
Ph - (308) 935-1935

Matthew L. Gerken
The Insurance Center - Omaha
5015 Underwood
Omaha, NE 68132-2206
Ph - (402) 504-4000

William S. Gibbons
NIFI-Brittan Insurance Agency
PO Box 758
Alliance, NE 69301-0758
Ph - (308) 762-6811

Lee Gill
VGM Specialty Underwriters
16011 College Blvd, Ste 203
Lenexa, KS 66219-1438
Ph - (913) 469-1188

Aaron Glause
Farmers Mutual of Nebraska
PO Box 81529
Lincoln, NE 68501-1529
Ph - (402) 434-8300

Travis Grant
Berkshire Hathaway Homestate
3333 Farnam St, Ste 300
Omaha, NE 68131-3406
Ph - (800) 488-2930

Michael L. Graves
Affiliated Brokers Insurance
PO Box 1208
Kearney, NE 68848-1208
Ph - (308) 234-2436

Joe Groen
Great American Insurance Group
PO Box 247
Randolph, NE 687710247
Ph - (402) 337-1548

Elliott Grosse
Travelers Agribusiness
6060 S Willow Dr, #300
Greenwood Village, CO 80111-5112
Ph - (720) 200-8396

Roger L. Gruwell
Risk & Insurance Solutions, LLC
PO Box 395
Kearney, NE 68848-0395
Ph - (308) 698-7711

Jeremiah Gudding
IIA of Nebraska
8231 Northwoods Drive, Ste B
Lincoln, NE 68505-3092
Ph - (402) 476-2951

Robert J. Gunther
MRH Insurance Group, Inc.
9200 Andermatt Dr #1
Lincoln, NE 68526-9639
Ph - (402) 404-6657

Steven L. Gustafson
Cornerstone Insurance Group
PO Box 68
Aurora, NE 68818-0068
Ph - (402) 694-0268

Janet K. Haas
The Home Agency
PO Box 387
Gothenburg, NE 69138-0387
Ph - (308) 537-3511

Mary Hagen
Ringwalt & Liesche
3024 Harney St.
Omaha, NE 68131-3535
Ph - (402) 916-3390

Michael J. Hammerlun
Reiser Insurance Group, LLC
PO Box 89
O'Neill, NE 68763-0089
Ph - (402) 336-1983

Donald W. Hampton
Hampton Agency
PO Box 124
Mullen, NE 69152-0124
Ph - (308) 546-2235

Teresa K. Hampton
Hampton Agency
PO Box 124
Mullen, NE 69152-0124
Ph - (308) 546-2235

Casey Hart
Risk Innovations LLC
229 SE Douglas, Ste 220
Lees Summit, MO 64063-2301
Ph - (800) 913-6696

Mark T. Headrick
Washington National/PMA
PO Box 21650
Lincoln, NE 68542
Ph - (402) 416-5021

Angelynn Heavener
Insurance Training Plus
1611 Locust, Unit 703
St. Louis, MO 63103
Ph - 0000000000

Patricia A. Hellriegel
UNICO Group, Inc.
4435 O St.
Lincoln, NE 68510
Ph - (308) 698-2000

Charles O. Hembree, Jr.
CLH Insurance
14288 Manchester Rd
Manchester, MO 63011
Ph - (636) 391-0700

Darbi Herring
SEMCAT
2124 Y St. Suite 210
Lincoln, NE 68503
Ph - (402) 218-1495

Curtis A Hjorth
Business Insurance Management, Inc.
104 E. Wilson Ave.
Norfolk, NE 68701
Ph - (402) 371-2287

Kolter Hoffman
Risk Innovations LLC
229 SE Douglas, Ste 220
Lees Summit, MO 64063-2301
Ph - (800) 913-6696

Peggy L. Holeman
Sargent Insurance Agency
PO Box 477
Sargent, NE 68874-0477
Ph - (308) 527-4109

Michael L. Honerman
American Agency NP, LLC
PO Box 945
North Platte, NE 69103-0945
Ph - (308) 532-4400

Robert L. Hoppe
American Heartland Insurance
6565 Shadow Ridge Pl
Columbus, NE 68601
Ph - 4026493982

Sharon M. Horn
Farmers National Company
11516 Nicholas St. #100
Omaha, NE 68154-8016
Ph - (402) 496-3276

Chris Huff
EMC National Life Company
PO Box 9202
Des Moines, IA 50306
Ph - (515) 237-2019

Rob Hynek
Columbia Insurance Group
10820 Harney Street
Omaha, NE 68154-2638
Ph - (402) 335-7477

Jon C. Jackson
Ellerbrock-Norris Insurance
PO Box 816
Hastings, NE 68902-0816
Ph - (402) 463-2461

Brian D. Jacobsen
Diversified Crop Insurance Services
1608 A West Lafayette
Jacksonville, IL 62650-1980
Ph - (402) 727-1450

Heather M. Jones
Patriot National, Inc.
PO Box 3836
Chesterfield, MO 630063836
Ph - (636) 237-2056

Michael E. Jones
Jones Insurance Agency, Inc.
222 North 5th
David City, NE 68632
Ph - (402) 367-3674

Kelly C. Kadavy
Cornerstone Insurance Group
PO Box 525
York, NE 68467-0525
Ph - (402) 362-7477

John Karl
Burns & Wilcox Ltd.
7500 College Blvd, Ste 1215
Overland Park, KS 66210-4000
Ph - (913) 451-3135

Taylor Kathe
Berkshire Hathaway Homestate
3333 Farnam St, Ste 300
Omaha, NE 68131-3406
Ph - (800) 488-2930

Mike Keegan
Imperial PFS
301 West 11th St, 4th Floor
Kansas City, MO 64105-1634
Ph - (816) 942-6336

Dianne M. Keiter
Yellow Van Cleaning Services
206 E. 6th St
Kearney, NE 68847-7405
Ph - (308) 234-2930

Michael Keiter
Yellow Van Cleaning Services
206 E. 6th St
Kearney, NE 68847-7405
Ph - (308) 234-2930

Randall L. Kemper
AAA Nebraska
1315 East 15th St
Crete, NE 68333
Ph - (402) 826-1916

Michele D. Klingler
Ellerbrock-Norris Insurance
PO Box 816
Hastings, NE 68902-0816
Ph - (402) 463-2461

Aaron Knepper
Risk Placement Services, Inc.
2700 Westown Pkwy, Ste 140
Des Moines, IA 50266
Ph - (913) 681-6660

Anthony Kobets
Burns & Wilcox Ltd.
7500 College Blvd, Ste 1215
Overland Park, KS 66210-4000
Ph - (913) 451-3135

Kathryn A. Kochenower
The Writer Agency, LLC
2210 20th St.
Gering, NE 69341
Ph - (308) 436-4202

Kevin Kraft
Ringwalt & Liesche
3024 Harney St.
Omaha, NE 68131-3535
Ph - (402) 916-3390

Andy Kraus
Farmers Mutual of Nebraska
PO Box 81529
Lincoln, NE 68501-1529
Ph - (402) 434-8300

Necole Krepcik
First State Insurance
PO Box 289
Gothenburg, NE 69138-0289
Ph - (308) 537-7125

Cody E. Krull
Krull Agency, Inc.
337 E 4th St
Minden, NE 68959-1646
Ph - (308) 832-2140

Terese Kubat
CRDN
6942 N 97th Cr
Omaha, NE 68122
Ph - (402) 734-4620

John Kucera
North Star Mutual Insurance Company
603 Drew Lane
Gibbon, NE 68840
Ph - 3084665173

Sara Kutovy
Continental Western Group
PO Box 80439
Lincoln, NE 68501-0439
Ph - (402) 423-7688

Denise R. Lantis
Western Insurors of NE
PO Box 1858
North Platte, NE 69103-1858
Ph - (308) 532-4060

Dolan D. Larsen
Cornerstone Insurance Group
1668 33rd Ave
Columbus, NE 68601-4251
Ph - (402) 564-1457

Steven A. Linbo
Markel FirstComp
PO Box 3009
Omaha, NE 68103-0009
Ph - (402) 926-0099

Lisa Logan
NCMIC Finance Corporation
14001 University Ave.
Clive, IA 50325-8258
Ph - (800) 600-9250

Gary D. Lowell
CerescoBank Insurance Agency
PO Box 36
Ceresco, NE 68017-0036
Ph - (402) 665-3431

Vicki L. Madsen
Dairyland Auto Insurance
4184 Indianhead Rd.
Grand Island, NE 68803-6435
Ph - (308) 381-7341

Mark B. Mahony
Reiser Insurance Group, LLC
PO Box 89
O'Neill, NE 68763-0089
Ph - (402) 336-1983

Edward S. Mark
FNIA
PO Box 98
Exeter, NE 68351-0098
Ph - (402) 266-5931

Paul Martin
Trusted Choice
127 South Peyton St
Alexandria, VA 22314-2803

Carol McClelland
IIA of Nebraska
8231 Northwoods Drive, Ste B
Lincoln, NE 68505-3092
Ph - (402) 476-2951

William E. McClelland
,
Ph - (800) 228-2603

Mike McGuire
Risk Placement Services, Inc.
615 SE Woodcreek Dr
Waukee, IA 50263
Ph - (913) 681-6660

Judy McIntire
IIA of Nebraska
8231 Northwoods Drive, Ste B
Lincoln, NE 68505-3092
Ph - (402) 476-2951

Douglas M. Meacham
All American Insurance, Inc.
PO Box 29319
Lincoln, NE 68529-0319
Ph - (720) 233-3110

Susan Meier
Home Warranty, Inc.
PO Box 1
Rock Rapids, IA 51246-0001
Ph - (877) 977-4949

Christie Mendenhall
Diversified Crop Insurance Services
1608 A West Lafayette
Jacksonville, IL 62650-1980
Ph - (866) 669-3429

Ansley Mick

416 Valley View Dr
Scottsbluff, NE 69361
Ph - (308) 633-6333

Timothy A. Miers
Omaha Insurance Services, Inc
11132 O St.
Omaha, NE 68137-2336
Ph - (402) 592-4455

Haley J. Miles
The Insurance Center
13304 W Center Rd Ste 113
Omaha, NE 68144-3457
Ph - (402) 896-5111

Tony Miles
Reiser Insurance Group, LLC
PO Box 89
O'Neill, NE 68763-0089
Ph - (402) 336-1983

Eric W. Milton
Milligan Insurance Agency, Inc.
PO Box 248
Milligan, NE 68406-0248
Ph - (402) 629-4531

Steve W. Mitchell
Nationwide Insurance
PO Box 80758
Lincoln, NE 68501-0758
Ph - (402) 467-2381

Denise L. Moderow
Ryder Rosacker McCue Huston
P O Box 1228
Grand Island, NE 68802-1228
Ph - (308) 382-2330

Kimberly A. Molzahn
Alma Ins Agency/First State Agency
PO Box 140
Alma, NE 68920-0140
Ph - (308) 928-2101

Canda C. Montgomery
Homestead Insurance
PO Box 2000
Cozad, NE 69130-2000
Ph - (308) 784-2000

Laurie A. Moody
First State Insurance
PO Box 289
Gothenburg, NE 69138-0289
Ph - (308) 537-7125

C. Craig Moyer
Heritage Insurance
PO Box 5138
Grand Island, NE 68802-5138
Ph - (308) 398-4000

Joni Muench
Muench Insurance, LLC
911 N. 149th St.
Omaha, NE 68154-1934
Ph - (402) 891-8002

Rodney A. Muench
Muench Insurance, LLC
911 N. 149th St.
Omaha, NE 68154-1934
Ph - (402) 968-4862

Kimberly D. Mues
MNB Insurance, Inc.
PO Box 30
McCook, NE 69001-0030
Ph - (308) 345-6055

Wade Mulari
AgriLogic Insurance Services
4551 W 107th St, Ste 250
Overland Park, KS 66207
Ph - (913) 648-2554

Todd G. Mundhenke
Mundhenke Agency, Inc.
P.O. Box 107
Ainsworth, NE 69210
Ph - (402) 387-2883

Melanie A Myers
Sargent Insurance Agency
PO Box 477
Sargent, NE 68874-0477
Ph - (308) 527-4109

Ritch A. Nelson
New Frontier Insurance Agency
PO Box 180
Fort Calhoun, NE 68023-0370
Ph - (402) 468-4544

Benjamin C. Neville
American Heartland Insurance
PO Box 1373
Columbus, NE 68602-1373
Ph - (402) 563-3441

Daniel L. Neville
American Heartland Insurance
6466 Country Club Dr,
Columbus, NE 68601
Ph - (402) 563-3441

Marsha Newcomer
Cornerstone Insurance Group
PO Box 345
Stromsburg, NE 68467-0345
Ph - (402) 764-2511

Lonny D. Niewohner
Scribner Insurance Agency, Inc.
PO Box K
Scribner, NE 68057-0548
Ph - (402) 664-3454

Tammy Niewohner
Scribner Insurance Agency, Inc.
PO Box K
Scribner, NE 68057-0548
Ph - (402) 664-3454

Jeffrey J. Noble
Cornerstone Insurance Group
517 South 4th Street
Albion, NE 68620
Ph - (402) 395-2101

Cheryl Novacek
IIA of Nebraska
3010 County Road G
Valparaiso, NE 68065
Ph - (402) 476-2951

Diane L. O'Donnell
The Home Agency
PO Box 387
Gothenburg, NE 69138-0387
Ph - (308) 537-3511

Kevin F. Ohlman
Triangle Insurance Agency
PO Box 276
Central City, NE 68826-0276
Ph - (308) 946-5287

Carla M. Olmer
Town & Country Agency, Inc.
PO Box 193
Norfolk, NE 68701-0193
Ph - (402) 379-3445

C. Adam Olson
Nationwide Agribusiness
PO Box 80758
Lincoln, NE 68501-0758

Colleen Olson
CRDN
6942 N 97th Cr
Omaha, NE 68122
Ph - (402) 490-7392

Jack Olson
Kaup's Insurance & Investments
PO Box 265
Stuart, NE 68780-0265
Ph - (402) 924-3607

Mary K. Olson
General Service Agency
PO Box 617
Holdrege, NE 68949-0617
Ph - 3089956123

Jamie Ontiveros
Travelers Agribusiness
6060 S Willow Dr, #300
Greenwood Village, CO 80111-5112
Ph - (800) 241-3276

Sherry Paczosa
Nationwide Agribusiness
PO Box 80758
Lincoln, NE 68501-0758

Lisa J. Paitz
Barney Insurance, Inc.
PO Box 3199
Kearney, NE 68848-3199
Ph - (308) 237-2222

Katie Peers
Mid-America Risk Managers, Inc.
5036 S. 136th St.
Omaha, NE 68137-1681
Ph - (402) 894-2666

Marty A. Petersen
Gregorys Insurance, Inc.
PO Box 910
Alliance, NE 69301-0910
Ph - (308) 762-5200

G. Burke Phelps
First Insurance, Inc.
133 S. Main
Smith Center, KS 66967
Ph - (785) 282-6641

Tracy L. Pritchard
Ellerbrock-Norris Insurance
4111 4th Ave, Ste 24
Kearney, NE 68845-2884
Ph - (308) 698-0114

Darlene B. Publow
The Insurance Center
Attention Pam Leat
PO Box 430
Winner, SD 57580-0430
Ph - (402) 376-2455

Eric Rader
AgriLogic Insurance Services
4551 W 107th St, Ste 250
Overland Park, KS 66207
Ph - (615) 642-5112

Jack Rader
Farmers Alliance Mutual Ins.
PO Box 1401
McPherson, KS 67460-1401
Ph - (620) 241-2200

Lee Redger
ARMtech Ins Services
7101 82nd St.
Lubbock, TX 79424-4703
Ph - (806) 784-3458

Nicholle C. Renshaw
Rural Community Ins. Services
PO Box 5118
Sioux Falls, SD 57117-5118
Ph - (888) 288-7247

Lisa Rerucha
Barney Insurance, Inc.
2205 W John Street
Grand Island, NE 68803
Ph - (308) 237-2222

Marvin J. Rhodes
Rural Community Ins. Services
12123 Bedford Ave
Omaha, NE 68164
Ph - (888) 288-7247

Randy Rhodes
Diversified Crop Insurance Services
1608 A West Lafayette
Jacksonville, IL 62650-1980
Ph - (217) 479-6068

Mary E. Rishel
Barney Insurance, Inc.
PO Box 3199
Kearney, NE 68848-3199
Ph - (308) 237-2222

Casey Roberts
Laurus Insurance Consulting
328 Cupola Court
Lincoln, CA 95648
Ph - (707) 477-0913

Nancy J. Robeson
IIA of Nebraska
8231 Northwoods Drive, Ste B
Lincoln, NE 68505-3092
Ph - (402) 476-2951

Kimberly L. Robinson
AAA Nebraska
5016 N 57th St
Omaha, NE 68104
Ph - (402) 455-1495

Elvira M. Rocha
Homestead Insurance
PO Box 458
Lexington, NE 68850-0458
Ph - (308) 324-6897

Sydney Roe
Trusted Choice
127 South Peyton St
Alexandria, VA 22314-2803

Michael Roth
Senior Insurance Marketing
7160 S 29th St, Ste 10
Lincoln, NE 68516
Ph - (402) 434-7761

Teri Russell
Farmers Alliance Mutual Ins.
PO Box 1401
McPherson, KS 67460-1401
Ph - (620) 241-2200

Casey L. Schaaf
Sargent Insurance Agency
PO Box 477
Sargent, NE 68874-0477
Ph - (308) 527-4109

Dennis D. Schack
Cornerstone Insurance Group
PO Box D
St. Edward, NE 68660-0139
Ph - (402) 678-2626

Carol J. Scherer
Cornerstone Insurance Group
206 Blaine
Waco, NE 68460
Ph - (402) 362-7477

Rose A. Schieffer
Wynot Insurance Agency
PO Box 261
Wynot, NE 68792-0261
Ph - (402) 357-2289

Gregory G. Schmall
Rural Community Ins. Services
PO Box 548
Bayard, NE 69334
Ph - (402) 491-3888

Linda J. Shada
Connealy Insurance
PO Box 27
Tekamah, NE 68061-0027
Ph - (402) 374-1812

Eileen M. Shannahan
Western Insurors of NE
PO Box 770
Ogallala, NE 69153-0770
Ph - (308) 284-7894

Scott A. Sherwin
Sherwin Ins. Agency
2446 East Lake Dr.
Union, NE 68455-2630
Ph - (402) 263-3838

Clinton L. Simmons
INSUR
PO Box 5884
Grand Island, NE 68802-5884
Ph - (308) 382-8000

Nancy A. Slocum
UNICO Group, Inc.
4435 O St.
Lincoln, NE 68510
Ph - 3086982002

Curtis E. Smith
C.E. Smith Ins. & Fin. Svcs
19204 Sunrise Trail
North Platte, NE 69101
Ph - (308) 532-5800

Dustin Smith
ADM Crop Risk Services
210 North Ida St
Fullerton, NE 68638
Ph - (217) 201-0159

John F. Smith
Nebraska Central Ins. Agency
2089 Memorial Dr
Broken Bow, NE 68822-4227
Ph - (308) 872-2466

Therese J. Smith-Engell
HomeTown Agency, LLC
PO Box 507
Cambridge, NE 69022-0507
Ph - (308) 697-4227

Brandee Soles
Berkshire Hathaway Homestate
3333 Farnam St, Ste 300
Omaha, NE 68131-3406
Ph - (800) 488-2930

Mark A. Stadler
American Agency NP, LLC
PO Box 945
North Platte, NE 69103-0945
Ph - (308) 532-4400

Mark O. Stagemeyer
MNB Insurance, Inc.
PO Box 30
McCook, NE 69001-0030
Ph - (308) 345-6055

Marla K. Stallbaumer
43475 Rd 779
Oconto, NE 68860
Ph - (308) 858-4413

James B. Stanosheck
Stanosheck Insurance Agency
Box 185
Odell, NE 68415-0185
Ph - (402) 766-3720

Douglas R. Steffensmeier
Steffensmeier Insurance Agency
601 Lambrecht
Beemer, NE 68716
Ph - (402) 528-3223

James A. Steider
James A. Steider Agency, LLC
PO Box 96
Seward, NE 68434-0096
Ph - (402) 643-2909

Carissa A. Stepanek
Christensen Ins/Triangle Ins
PO Box 266
St. Paul, NE 68873-0266
Ph - (308) 754-5467

Lorrie Struve
Paul Davis Restoration
3641 S 6th St
Lincoln, NE 68502
Ph - (402) 474-1414

Dustin D. Stuehrenberg
Stuehrenberg Agency, Inc.
2505 Osborne Drive West
Hastings, NE 68902-2065
Ph - (402) 462-4301

Dawn K. Sucha
Abramson & Associates Ins Agency
805 Ninth St.
Gothenburg, NE 69138-2012
Ph - (308) 537-3372

Marcia A. Sughroue
Western Insurors of NE
PO Box A
Indianola, NE 69034
Ph - (308) 364-2215

David W. Teche
Essential Step & Central Fin. Svcs
6355 S. 56th St.
Lincoln, NE 68516-3390
Ph - (402) 423-4022

Victoria S. Thompson
Milligan Insurance Agency, Inc.
PO Box 31
Milligan, NE 68406
Ph - (402) 629-4531

Riley E. Tonkin
EMC Insurance Companies
PO Box 2070
Omaha, NE 68103-2070
Ph - 4024525215

Richard K. Turner
General Service Agency
PO Box 617
Holdrege, NE 68949-0617
Ph - (308) 995-6123

Vickie L. Tyler
The Insurance Center - Omaha
5015 Underwood
Omaha, NE 68132-2206
Ph - (402) 504-4000

Rodney L. Ulmer
EMC Insurance Companies
PO Box 2070
Omaha, NE 68103-2070
Ph - (402) 951-8300

Tim Valleau
Farmers Mutual of Nebraska
PO Box 81529
Lincoln, NE 68501-1529
Ph - (402) 434-8300

Denis S Vincent
Omaha Insurance Services, Inc
11132 O St.
Omaha, NE 68137-2336
Ph - (402) 592-4455

Dora A. Vivas
Barney Insurance, Inc.
Box 1040
Lexington, NE 68850-1040
Ph - (308) 324-6224

Diane L. Wade
Wade Insurance Agency
PO Box 202
Weeping Water, NE 68463-0202
Ph - (402) 267-6105

Lindsey A. Wade
Wade Insurance Agency
PO Box 202
Weeping Water, NE 68463-0202
Ph - (402) 267-6105

Maureen Wagoner
Ryder Rosacker McCue Huston
P O Box 1228
Grand Island, NE 68802-1228
Ph - (308) 382-2330

Dustin S. Walker
Abramson & Associates Ins Agency
805 Ninth St.
Gothenburg, NE 69138-2012
Ph - (308) 537-3372

Anne Wallman
Nationwide Insurance
PO Box 80758
Lincoln, NE 68501-0758
Ph - (402) 467-2381

Debra A. Waltemath
Barney Insurance, Inc.
PO Box 3199
Kearney, NE 68848-3199
Ph - (308) 237-2222

Shawn Wattier
Rural Community Ins. Services
3244 SilverCreek Rd
SilverCreek, NE 68663-2725
Ph - (402) 616-0912

Carol S. Weber
Barney Insurance, Inc.
PO Box 3199
Kearney, NE 68848-3199
Ph - (308) 237-2222

Mark J Weidner
Town & Country Agency, Inc.
PO Box 193
Norfolk, NE 68701-0193
Ph - (402) 379-3445

Andrew Weismann
Gibbon Insurance Agency, Inc.
PO Box 70
Gibbon, NE 68840-0070
Ph - (308) 468-5600

Dylan Whitney
EMC National Life Company
PO Box 9202
Des Moines, IA 50306
Ph - (515) 237-2019

Tara Willmann
Mid-America Risk Managers, Inc.
5036 S. 136th St.
Omaha, NE 68137-1681
Ph - (800) 935-6276

Kimberly Wilson
Barney Insurance, Inc.
PO Box 3199
Kearney, NE 68848-3199
Ph - (308) 237-2222

Philip F. Winkelmann
Omaha Insurance Services, Inc
11132 O St.
Omaha, NE 68137-2336
Ph - (402) 592-4455

Deborah A. Wurl
BW Insurance Agency, Inc.
PO Box 1769
North Platte, NE 69103-1769
Ph - (308) 532-5151

J. Greg Zimmer, Jr.
Zimmer Insurance Group
3230 S. 13th St.
Lincoln, NE 68502-4541
Ph - 4024195109

Bruce J. Zimmerman
Battle Creek Mutual
PO Box 340
Battle Creek, NE 68715-0340
Ph - (402) 654-3311

**Thank you for attending
IIAN's 38th Annual
Winter Conference**

SAVE THESE DATES

**108th Annual Convention
October 14-16, 2015
Embassy Suites - LaVista, NE**

.....

**39th Annual Winter Conference
February 3-4, 2016
Holiday Inn - Kearney, NE**