

41st Annual Winter Conference & Trade Fair



Holiday Inn, Kearney

February 20-21, 2018

- **Welcome from Farm & Small Agents Committee ... page 2**
- **Conference Program Schedule ... page 3**
- **Midwest Young Agent Conference Information ... page 5**
- **Trade Fair Map ... page 6**
- **Exhibitor Information ... page 7**
- **IIAN Industry Partners page 10**
- **Sponsor Information ... page 13**
- **Winter Conference Attendee List ... page 14**

Conference Program





Welcome Message from the IIAN Farm & Small Agents Committee

James Steider, Chairman

>Welcome to the 41st Annual Winter Conference of the Independent Insurance Agents of Nebraska! The Farm & Small Agents Committee hopes that you have a great time at conference. 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 provide you with the latest issues and trends in **Farm Liability, Personal and Commercial coverage issues** and **Technology on the Farm**, and provide the CE hours you need with a special lunch focusing on Young Agents and New Talent!.

You also tell us that networking is one of the major benefits of the conference — after a long day of learning, don’t miss the Trade Fair with drinks and hors ’d oeuvres on Tuesday 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 meet with new ones. **Remember to 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!**

This year will feature the **Guns, Roses & Whiskey Foundation Auction!** There will plenty of items for you to silent bid on ranging from, a basket of whiskey to gift cards for roses! There will also be two guns that will be part of a live auction. **Top off your evening with more fun at the company and Big ‘f’ Young Agents Hospitality Suites!**

On Wednesday morning we will reminisce about the night before with a hearty breakfast, followed by more great education sessions, where we will again get an update on the ever changing Farm Bill, as well as getting your online presence in shape with a **Social Media Boot Camp** giving by Phillip Hayes, Ag Sector Consultant.. Close out the day with the ethics class “**Can and Should are Two Different Things**”.

On behalf of the Farm & Small Agents Committee, I invite you to learn, network, and have a good time!

2017-2018 FARM & SMALL AGENTS COMMITTEE

- | | |
|------------------------------|------------------------------|
| Jim Steider, Chairman | James A. Steider Agency, LLC |
| Todd Anderson..... | Todd Anderson Agency |
| Adam Backer | QBE NAU |
| Shari Horn, CISR, AFIS | Farmers National Company |
| Johnie Kamery | Gary Thompson Agency |
| Denise Tuma, CISR | Ryder Rosacker McCue Huston |

Program Schedule

TUESDAY, FEBRUARY 20

7:30 AM	Registration Opens Guns, Roses & Whiskey Silent Auction Opens	Pre-Function Area
8:00 AM	Continental Breakfast <i>Sponsored by: Liberty Mutual</i>	
8:30 AM — 11:30 AM	<u>CONCURRENT SESSIONS</u> Farm Liability and Pollution (3 PC) Casey Roberts, CIC, AFIS, ACSR <i>Sponsored by: Columbia Insurance Group</i>	Stateroom EF
	Personal Lines— Sharing Exposures (3 PC) Sam Bennett, CIC, AFIS, CRIS, CPIA <i>Sponsored by: Donegal Insurance Group</i>	Stateroom C
Morning	Refreshment Break— <i>Sponsored by: Berkshire Hathaway GUARD</i>	Pre-Function area
11:30 AM — 12:30 PM	Lunch — Focusing on the Future Nextgen & the Talent Network <i>Sponsored by: Markel</i>	Loper North
1:00 PM — 4:00 PM	<u>CONCURRENT SESSIONS</u> Drones, Robotics and Technology on the Farm (3 PC) Casey Roberts, CIC, AFIS, ACSR <i>Sponsored by: Farmers Mutual of NE</i>	Stateroom EF
	Commercial Lines Coverages—It's Best to be You. (3 PC) Sam Bennett, CIC, AFIS, CRIS, CPIA <i>Sponsored by: Imperial PFS</i>	Stateroom C
Afternoon	Refreshment Break— <i>Sponsored by: Midwest Family Mutual</i>	Pre-function area
4:00 — 5:00 PM 4:00 — 7:00 PM	Nextgen (Young Agent) Reception Trade Fair and Industry Networking Including food, drinks and prizes!	Stateroom D Ballroom I & II
6:30 PM	Guns, Roses & Whiskey Silent Auction Ends	Pre-Function Area
8:30 PM — 11:30 PM	Hospitality Suites Hosted by Conf. Sponsors/Exhibitors/Industry Partners	

Program Schedule

WEDNESDAY, FEBRUARY 21

7:00 AM	Registration Opens	
7:30 AM	Breakfast Buffet	Ballroom 1
	<i>Sponsored by: Rain & Hail LLC</i>	
8:30AM —	<u>CONCURRENT SESSIONS</u>	
11:30 AM	Farm Risk Management (3 PC)	Stateroom C
	Casey Roberts, CIC, AFIS, ACSR	
	<i>Sponsored by: North Star Mutual Ins. Co</i>	
	Farm Bill Update and Social Media Boot camp	Stateroom B
	Phillip Hayes, Ag Sector Consultant	
	Jon Ostendorff, Drill Sargent	
	<i>Sponsored by Nextgen</i>	
Morning	Refreshment Break—	Pre-Function area
	<i>Sponsored by: Berkshire Hathaway Homestate Co.</i>	
11:30AM—	Lunch "On The Hill" Update	Ballroom 1
12:30PM	Speaker: Mark Lisko, IIABA National Director for Nebraska	
	<i>Sponsored by: Rural Community Insurance Services</i>	
12:30PM —	Can and Should are Two Different Things (3 Ethics)	Stateroom BC
3:30 PM	Casey Roberts, CIC, AFIS, ACSR	
	<i>Sponsored by: Ringwalt & Liesche</i>	
1:30 PM	Refreshment Break—including PAC Raffle Drawing	Pre-function area
	<i>Sponsored by: Travelers</i>	
3:30 p.m.	Adjourn	

General Sponsorships:

AAA Nebraska
Accident Fund Ins Company of America
ARMtech Insurance Services
Auto-Owners Insurance Company
Continental Western Group
Diversified Crop Insurance Services
EMC Insurance Companies
Farmers Alliance Companies
Grinnell Mutual Reinsurance Company
Midwest Regional Agency
Motorist Insurance Group
Nationwide

OCI Insurance & Financial Services
Patriot Underwriters
ProAg
Progressive
Rain & Hail LLC
RAS
Risk Innovations
SFM Mutual Insurance Company
The IMT Group
United Fire Group
Wight Flood

**NEXT GENERATION OF INSURANCE AGENTS:
MIDWEST YOUNG AGENTS CONFERENCE
JULY 15TH & 16TH 2018**

OLD MARKET - OMAHA, NE



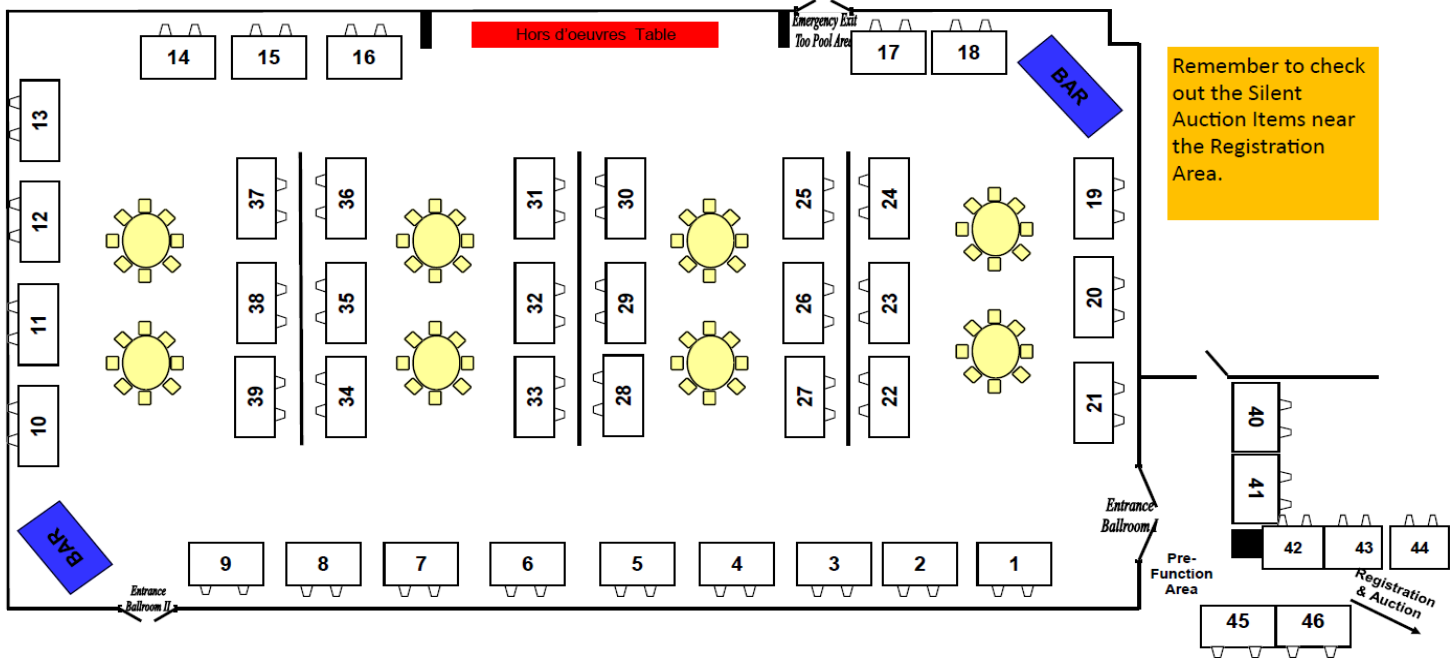
SPEAKERS, NETWORKING, CARRIER RELATIONS, GOLF

MWYA MIDWEST YOUNG AGENTS

Register Today at www.iiian.org/MWYAconference



HOLIDAY INN - KEARNEY
BALLROOM



1. Imperial PFS
2. The Essential Step
3. Continental Western Group
4. Jones Insurance
5. AMERISAFE
6. Battle Creek Mutual
7. Wright Flood
8. Paul Davis Restoration
9. Markel
10. Rural Community Insurance Services
11. Berkshire Hathaway GUARD
12. Great American Insurance Group
13. Risk Innovations
14. Berkshire Hathaway Homestate Companies
15. Grinnell Mutual Reinsurance Company
16. Mid-America Risk Managers, Inc.
17. NAU Country Crop Insurance
18. EMC National Life Company
19. ARMtech Insurance Services
20. Senior Insurance Marketing
21. Dairyland Auto-Cycle
22. Ringwalt & Liesche
23. SFM Mutual Insurance

24. The IMT Group
25. Crop Risk Services
26. Burns & Wilcox
27. Progressive
28. ProAg
29. surebridge
30. Farmers Alliance
31. Rain & Hail LLC
32. UIG
33. AAA Nebraska
34. Producers XL
35. Nationwide
36. Muench Insurance
37. Columbia Insurance Group
38. Patriot Underwriters
39. Diversified Crop Insurance
40. Farmers National Company
41. APPS Paramedical
42. Hull & Company
43. Pennsylvania Lumbermens Mutual
44. Travelers Agribusiness
45. VGM Specialty Underwriters
- 46.



Independent Insurance Agents of Nebraska

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Jones Ins Agency, Inc.-David City

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