

# 41st Annual Winter Conference & Trade Fair



February 20-21, 2018  
Holiday Inn—Kearney, NE

Qualifies for AFIS Update\*  
and Up to 12 CEUs (3 Ethics)\*

Register by February 6 for Early Registration Discount  
Young Agent & Multiple Registration Discounts Available

Register online at [www.ian.org](http://www.ian.org)

## Special Thanks to our 2018 Industry Partners!

**DIAMOND:**

Markel FirstComp  
The IMT Group

**PLATINUM::**

Columbia Ins Group  
EMC Insurance  
Farmers Mutual of NE  
Motorists Ins. Group

**GOLD:**

AAA Nebraska  
Grinnell Mutual Reinsurance Co.  
Nationwide Insurance  
North Star Companies

**SILVER:**

Accident Fund Ins  
Liberty Mutual  
Progressive  
RCIS  
SFM Mutual Ins.  
Wright Flood

**BRONZE:**

Auto-Owners Ins  
Berkshire Hathaway GUARD  
Farmers Alliance  
Patriot Underwriters



INDEPENDENT INSURANCE  
AGENTS OF NEBRASKA

# Continuing Education—Concurrent Sessions

## Tuesday, February 20, 2018

8:30 AM - 11:30 AM

### Farm Liability and Pollution (3 CEUs\*)

Instructor — Casey Roberts, CIC, AFIS, ACSR

Regardless of our farmers' operations, they all have significant liability exposures...especially as they relate to **pollution exposures**. We'll review how current ISO and AAIS based policies treat these exposures and then review some available pollution policies to fill these massive gaps in coverage.

### Personal Lines -Sharing Exposures (3 CEUs\*)

Instructor — Sam Bennett, CIC, AFIS, CRIS, CPIA

Whether discussing **Uber, Lyft, Airbnb, VRBO, Couchsurfing** or any number of web-enabled services that connect our clients and enable sharing, as insurance professionals we must understand the limitations (and outright exclusions) which affect our clients. Whether our clients are providing the service or using the service, **underwriting and coverage issues exist**.

1:00 PM—4:00 PM

### Ag: Drones, Robotics & Technology (3 CEUs\*)

Instructor — Casey Roberts, CIC, AFIS, ACSR

One thing we know...running a farming operation is a huge challenge. And with more automation and technology coming every day - the challenges are multiplying - for us and our insureds. This session will focus on **coming challenges from drones, robotics, automation**, and other still developing technologies.

### Commercial Lines Coverages

- It's Best To Be "You" (3 CEUs\*)

Instructor — Sam Bennett, CIC, AFIS, CRIS, CPIA

**Our clients often struggle to understand the importance of proper designation of the named insured in insurance policies.** Unfortunately, insurance professionals often also struggle with this! This session will focus on the **CGL Coverage Form** and the **BAC Coverage Form** with emphasis upon the insuring agreements and definitions of "you" and "insured" found in each coverage form. A review of endorsements used in the CGL to provide insured status to those who are neither named insureds nor automatic insureds (commonly referred to as **additional insured endorsements**) will reveal that they may not do what the additional insureds think they do! A review of symbols used in the BAC will reveal the importance of "**autos deemed as covered autos**" in the form – and who is afforded coverage for those "autos".



## Your Instructors



**Casey Roberts, CIC, AFIS, ACSR** brings 35 years of experience in the insurance industry as a commercial producer, sales manager, insurance consultant, continuing education teacher and trainer. In 2010 Casey formed Laurus Insurance Consulting. He has served as director for the AFIS (Agriculture & Farm Insurance Specialist) designation, and on IBA West's Agribusiness committee. Casey teaches a wide variety of topics on the national level, including farm property/liability and risk management.



**Sam Bennett, CIC, AFIS, CRIS, CPIA** 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. As a result of working with many types of clients, many carriers, and many coverage needs, Sam has grown to understand and appreciate the myriad ways an insurance professional must work with markets and clients in today's insurance world.



**Phillip Hayes** is a partner with IRI Consultants, which recently merged with North Bridge Communications – a DC-based public relations firm that he co-founded more than 10 years ago. In addition to representing National Crop Insurance Services, Phillip also represents the American Sugar Alliance, National Association of Wheat Growers, and Farm Policy Facts, a coalition of numerous agricultural organizations.

# Trade Fair & Nextgen Networking Receptions

## Tuesday, February 20, 2018

### Nextgen Networking

4:00 – 5:00 PM

We are “rounding up” all young agents after class! Come join your peers for libations and fun, and learn about Nextgen, the Big “I” Nebraska young agents network – and then join everyone over at the trade fair!



### Trade Fair & Industry Night

4:00 – 7:00 pm

Follow “the herd” to IIAN’s Trade Fair and Reception, to “graze” on great food, have fun, and network. Visit with 43+ exhibitors to gain the latest industry information and learn about new products for your agency and your clients!

**Make the rounds and visit every booth -- you’ll have the chance to win one of five cold, hard cash prizes of \$100 each!**

## Continuing Education—Concurrent Sessions

### Wednesday, February 21, 2018

8:30 AM - 11:30 AM

#### Farm Bill Update & Social Media Boot Camp

Instructors— Jen McPhillips and Phillip Hayes

*Sponsored by Nextgen*

**What is happening with the Federal Farm Bill?**

We’ll review the issues impacting the debate on Capitol Hill in Washington, D.C.—and get an inside-the-beltway view of what we’re up against.

Following the update, **report to Social Media Boot Camp to learn how to be a social media ninja!**

How to post, ways to create and populate a social media content calendar, how to track performance and analyze results, follower recruitment, and more!

#### Farm/Ag Risk Management (3 CEUs\*)

Instructor — Casey Roberts, CIC, AFIS, ACSR

**Basic Risk Management** teaches us that there are multiple ways in which one can manage risk. Among these ways are avoidance, transfer, sharing and more.

We’ll take a look at some of these options and apply them as **Risk Management principles to our insured’s daily exposures.**

11:30 AM—12:30 PM — Lunch “On The Hill”  
Featuring Jen McPhillips IIABA Vice President,  
Federal Government Affairs



Top IIABA lobbyist Jen McPhillips will give you an update on how the Big “I” is protecting your interests in Washington, D.C.— from crop insurance to tax reform to holding the line on federal insurance regulation. Jen serves as liaison to both the IIABA National Crop Insurance Task Force and Flood Insurance Task Force.

12:30 PM - 3:30 PM

#### Can and Should are Two Different Things (3 Ethics CEUs\*)

Instructor — Casey Roberts, CIC, AFIS, ACSR

**Ethics is about difficult choices**...especially when there are at least two good options in front of us.

We will see how Ethics is really more about choosing “right from right” options rather than “good vs. bad” choices.

# Schedule of Events

## TUESDAY, FEBRUARY 20

7:30 AM	Registration Opens
8:00 AM	Continental Breakfast
8:30—11:30 AM	<b><u>CONCURRENT SESSIONS</u></b> Farm Liability and Pollution (3 CEUs*) <b>Casey Roberts, CIC, AFIS, ACSR</b> Personal Lines— Sharing Exposures (3 CEUs*) <b>Sam Bennett, CIC, AFIS, CRIS, CPIA</b>
11:30 AM—12:30	<b>Lunch-Focusing On The Future—Nextgen &amp; The Talent Network</b>
1:00 — 4:00 PM	<b><u>CONCURRENT SESSIONS</u></b> Drones, Robotics and Technology on the Farm (3 CEUs*) <b>Casey Roberts, CIC, AFIS, ACSR</b> Commercial Lines Coverages—It's Best to be You. (3 CEUs*) <b>Sam Bennett, CIC, AFIS, CRIS, CPIA</b>

4:00 — 5:00 PM	<b>Nextgen Young Agent Networking</b>
4:00 — 7:00 PM	<b>Industry Night and Trade Fair with food, drinks and prizes!</b>
8:30 — 11:00 PM	<b>Nextgen Young Agent and Company Hospitality Suites</b>

## WEDNESDAY, FEBRUARY 21

7:30 AM	Registration Opens/ <b>Full Breakfast Buffet</b>
8:30—11:30 AM	<b><u>CONCURRENT SESSIONS</u></b> Farm/Ag Risk Management (3 CEUs*) <b>Casey Roberts, CIC, AFIS, ACSR</b> Farm Bill Update and Social Media Boot Camp <i>Sponsored by Nextgen</i> <b>Jen McPhillips, IIABA VP of Federal Government Affairs</b> <b>Phillip Hayes, Ag Sector Consultant</b>
11:30 AM—12:30PM	<b>Lunch-"On The Hill" Update</b> <b>Speaker: Jen McPhillips, IIABA VP of Federal Government Affairs</b>
12:30—3:30 PM	Can and Should are Two Different Things (3 Ethics* CEUs) <b>Casey Roberts, CIC, AFIS, ACSR</b>

### **HOTEL ACCOMODATIONS**

The Holiday Inn is located at 110 2nd Avenue—north of I-80 in Kearney. **A block of rooms is being held for IIAN until Wednesday, January 23, 2018.** Reference the IIAN Winter Conference when making your lodging reservation. The single/double rate is \$94.95, plus applicable taxes. **Phone the Holiday Inn at 308-237-5971.**

### **EARLY REGISTRATION/CANCELLATION**

**All prices increase by \$25 after February 6, 2018.** To receive the early bird discount, registrations must be received at IIAN by February 6th. We require 48 hours notice for refunds—a 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 CE credit 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 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 \$10 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.