

NETWORKING

TUESDAY, OCTOBER 25

BIG “I” INDUSTRY NIGHT RECEPTION & TRADE FAIR

4:30 PM—7:30 PM

Visit with over 50 exhibitors to gain the latest industry information and learn about new markets and products that will make you “scream” with delight. Go “trick or treating” at every booth with your punch card and you will have a chance to win one of five cold, hard cash prizes of \$100 each!

WEDNESDAY, OCTOBER 26

SPOOKTACULAR!

BEER & WINE TASTING EVENT

5:00 PM—6:30 PM

Join us for our beer and wine tasting reception featuring libations from Kinkaider Brewing, Broken Bow, and Mac’s Creek Winery, Lexington.

AND

You can bid on great prizes to raise money for Big ‘I’ Advocacy— Husker football and volleyball box tickets, Omaha golf outing, Greater Nebraska hunting expedition, and the finer things in life—Cuban cigars, fine wine, designer bags, and more!

IIAN ANNUAL AWARDS DINNER

6:30 PM—8:30 PM

While you’re enjoying a great dinner, IIAN President Mike Jones will recognize those individuals and companies who have contributed the most to IIAN and our members, and achieved career milestones!

Costume Contest

Come to dinner in your best Halloween getup—you could win a 2017 IIAN Convention package worth \$500, or one of several cool runner-up prizes!

SCHEDULE OF EVENTS

TUESDAY, OCTOBER 25

CONCURRENT SESSIONS

- 8:30 – 11:30 AM **Digitally Transforming the Customer Journey**
Speaker: Andrew Glass
Creating Your Sales Culture
Speaker: Mary Eisenhart Belka
Applied Users—Personal Productivity
Speaker: Renee Foo
- 11:45 – 1:15 PM Luncheon
- 1:30– 4:30 PM **The Customer Experience Journey**
Speaker: Paula Skartland
Pathways for Young Insurance Professionals
Speaker: Mary Eisenhart Belka
Applied Users—Design Concepts in Proposals
- 4:30 – 7:30 PM **Industry Night Reception—Trade Fair**
Young Agents Networking

WEDNESDAY, OCTOBER 26

CONCURRENT SESSIONS

- 8:30 – 11:30 AM **Top 10 Personal Lines Coverage Issues (3 CEUs*)** *Speaker: Keith Wilts*
Cyber Liability (3 CEU*)
Speaker: Catherine Trischan
- 11:45 – 1:15 PM **IIAN Leadership Luncheon**
Annual Meeting & Elections
- CONCURRENT SESSIONS
- 1:30 – 4:30 PM **Top 10 Commercial Lines Coverage Issues (3 CEUs*)** *Speaker: Keith Wilts*
Certificates of Insurance & Additional Insureds (3 CEUs*) *Speaker: Catherine Trischan*
- 5:00 —6:30 PM **Spooktacular! Beer & Wine Tasting Reception**
6:30 – 8:30 PM **Annual Awards Dinner & Costume Contest**

THURSDAY, OCTOBER 27

CONCURRENT SESSIONS

- 8:30 – 11:30 AM **E&O Risk Mgmt: Meeting the Challenge of Change - With A New Mock Trial (6 Eth CEUs*)**
Speaker: Keith Wilts
Time Element In A Cyber World (3 CEUs*)
Speaker: Jay Williams
- 11:45 —12:45 PM **Big “I” Luncheon**
Speaker: Jen McPhillips,
IIABA Asst. VP, Federal Gov’t Affairs
- 1:00 – 4:00 PM **E&O Risk Management—CONTINUED**
Drones—Problems & Solutions (3 CEUs*)
Speaker: Speaker: Jay Williams

* Pending Approval by Nebraska Department of Insurance

