

SCHEDULE OF EVENTS

TUESDAY, OCTOBER 25

CONCURRENT SESSIONS

- 8:30 AM – 11:30 AM **Marketing/Technology Track— The Customer Experience Journey**
Speaker: Paula Skartland, Safeco Insurance
Sales/Service Track
Speaker: Mary Eisenhart Belka, CPCU, ARM, ARe, RPLU, CIC
Applied Users Group - The Secret Weapon to Personal Productivity
Speaker: Renee Foo
- 11:45 – 1:15 PM Luncheon
- 1:30PM– 4:30 PM **Marketing/Technology Track— The Digital Customer And You**
Speaker: Andrew Glass
Sales/Service Track
Speaker: Mary Eisenhart Belka, CPCU, ARM, ARe, RPLU, CIC
Applied Users Group—Continued
- 1:00 PM—4:00 PM Exhibitor Set-Up
- 4:30 PM– 7:30 PM Industry Night/Opening Reception/Trade Fair



WEDNESDAY, OCTOBER 26

CONCURRENT SESSIONS

- 8:30 – 11:30 AM **CE Track—Top 10 Personal Lines Coverage Issues (3 CEU*)**
Speaker: Keith Wilts, CIC, CPCU
CE Track—Cyber Liability (3 CEU*)
Speaker: Catherine Trischan, CPCU, CIC, CRM, ARM, AAI, AU, CRIS, MLIS
- 11:45 AM – 1:15 PM Education Recognition Luncheon/
 Annual Meeting & Elections
- CONCURRENT SESSIONS**
- 1:30 – 4:30 PM **CE Track—Top 10 Commercial Lines Coverage Issues (3 CEU*)**
Speaker: Keith Wilts, CIC, CPCU
CE Track—Certificates of Insurance & Additional Insureds (3 CEU*)
Speaker: Catherine Trischan, CPCU, CIC, CRM, ARM, AAI, AU, CRIS, MLIS
- 5:00 PM—6:30 PM **Spooktacular! Beer & Wine Tasting Reception**
- 6:30PM – 8:30 PM Annual Awards Dinner

THURSDAY, OCTOBER 27

- 8:30 AM – 11:30 AM **CE Track: E&O Risk Management: Meeting the Challenge of Change - (6 Eth CEUs*)**
Speaker: Keith Wilts, CIC, CPCU
CE Track—Time Elements/E-Commerce (3 CEU*)
Speaker: Jay Williams
- 11:45 AM—12:45 PM Big “I” Luncheon
Speaker: Jen McPhillips, IIABA Asst. Vice President, Federal Gov’t Affairs
- 1:00 PM – 4:00 PM **CE Track—E&O Risk Management—CONTINUED**
CE Track—Drones (3 CEU*)
Speaker: Speaker: Jay Williams

** Pending Approval by Nebraska Department of Insurance*

OCTOBER 25-27, 2016

109TH ANNUAL CONVENTION & TRADE FAIR

YOUNES CONVENTION CENTER
KEARNEY, NE

Sponsor Exhibitor Registration

Register by Aug 9

for “early-bird” discount & advance recognition on the convention app and agent brochure. Register online at www.ian.org/annualconvention



**INDEPENDENT INSURANCE
AGENTS OF NEBRASKA**



CONVENTION SPONSORSHIP

Emerald Sponsor- \$1,250

- ◆ 3 Full Convention Registrations (for company personnel)
- ◆ 10 Trade Fair tickets
- ◆ Recognition: Convention Program, Sponsor Board, Website and [Convention App](#)

Sapphire Sponsor- \$950

- ◆ 2 Full Convention Registrations (for company personnel)
- ◆ 5 Trade Fair tickets
- ◆ Recognition: Convention Program, Sponsor Board, Website and [Convention App](#)

Ruby Sponsor- \$750

- ◆ 1 Full Convention Registration (for company personnel)
- ◆ 2 Trade Fair tickets
- ◆ Recognition: Convention Program, Sponsor Board, Website and [Convention App](#)

PROGRAM /APP ADVERTISING

(8" x 5 ") Vertical	\$300
(4" x 5 ") Horizontal	\$150
(4" x 2 1/2") Vertical	\$75

Submit artwork by September 16, 2016

Additional Advertising Bonus:

If you purchase a print program ad above, you are eligible to purchase front-page rotating space for your logo on our [Convention App](#).....\$100

Submit Company logo file by Aug 31, 2016

LODGING INFORMATION

Hampton Inn: 507 Talmadge St.* Phone: (308) 234-3400
Standard Room Rate: \$104.95 + tax

Fairfield Inn: 510 Talmadge St. * Phone: (308) 236-4200
Standard Room Rate: \$99.95 + tax

Comfort Inn: 118 3rd Ave. * Phone: (308) 236-3400
Standard Room Rate: \$94.95 + tax

Lodging blocks held until September 26, 2016

EXHIBITOR INFORMATION

- ★ **October 25 Trade Fair** — 8x10 formal booth equipped with one skirted 8' table and two chairs.
- ★ **Exhibitor Convention Package:** includes Tuesday Trade Fair food and a drink and Wednesday Lunch for up to 2 of your company's representatives. (Additional tickets can be purchased.)
- ★ **Register and submit payment by Aug 9** to get your company's name listed in the Convention Registration Brochure which is mailed to our 2,000 members throughout Nebraska, and to be listed in advance on the [Convention App](#).
- ★ **Convention Recognition:** Pre and Post Convention publicity on www.ian.org, your company listed on the exhibitor roster in the Convention Program which is placed in every agent's registration packet.

Booth Fee: Members- \$475 / Non-Members- \$699 (until Sept 23, 2016—then increased by \$100)

- ★ Join the Big "I" and reserve your booth for the member price! Contact the IIAN office for details, 402-476-2951.

Reservation/Payment /Cancellation Deadlines:

- ★ **All booth spaces must be reserved and paid for by September 23, 2016. After September 23, a \$100 late fee will be assessed to all new and unpaid registrations.**
- ★ **Booths will not be assigned prior to receiving payment.**
- ★ **All cancellations must be emailed** to Nancy Robeson at nancy.robesson@biginebraska.org.
- ★ **In the event of a cancellation** prior to September 23, all monies paid less a 15% service charge, will be refunded. Cancellations received between September 23 and October 11 will result in a charge of 25% monies paid. **No refunds will be issued for cancellations received on or after October 11, 2016.**

