

___ Doug Brummels
___ Mindy Humphrey

___ Michael Luna
___ Peggy McDonald

___ Machell Naylor
___ Kasandra Pelster

___ Roxie Roth
___ Greg Zimmer

**INDEPENDENT INSURANCE AGENTS OF NEBRASKA, INC.
ANNUAL CONVENTION COMMITTEE**

May 11, 2016 – 8:30 a.m. CST
Conference Call

AGENDA

October 25 – Non-CE Day/Evening Beer-Wine tasting (if feasible)

3 Tracks:

1. Technology/Digital Marketing – **AM** Internet Marketing/Andrew Glass; **PM** Customer Experience Journey/SAFECO Instructor (TBD)
2. Agency/Sales Management – **AM & PM: Either** Mary Eisenhart (any topics we want her to do – different ones in AM & PM) **Or** Team Concepts/Josh Erickson – **AM** Managing The Engagement Cycle **PM** Capturing Discretionary Effort

(NOTE: Mary is \$2,000, Josh is \$2,500 – Eisenhart would be much more specific to agency management, operations, and sales – she was our Innovative Leadership instructor this year – a tremendous fountain of knowledge **Need to choose one** – Carol's recommendation is Mary)

3. Nebraska Applied User Group – **AM & PM** – Training Session

October 26 – CE Day/Trade Fair-Awards Dinner (Halloween Theme & Awards)

2 Tracks:

1. Keith Wilts – **AM** Personal Lines Topic TBD ___ **PM** Personal Lines Topic TBD _____
2. Catherine Trischan – **AM** – Cyber Liability **PM** Comm Lines Topic TBD (BOP/Crime/Umbrella/Time Element/EPL) (Only available Oct 26)

October 27 – E&O CE Day/President's Luncheon

2 Tracks:

1. Keith Wilts – **AM & PM** E&O Loss Control Seminar with Mock Trial
2. Tim McClendon **AM** – Comm Lines Topic TBD **PM** Comm Lines Topic TBD (WC/E-Commerce/Executive Risk/Umbrella/) Commercial Property) (Only available Oct 27)

This combination of instructors would get us very close to our total speaker/entertainment budget of \$8,400 – but would be a very high-quality experience for members! If we wanted live music during the evening events on October 25 or October 26, maybe we could find a local group we could squeeze into the budget – but piped in music might work just as well since we talked about doing some “costumy” things.

Andrew Glass - \$0

SafeCo rep - \$0

Mary E - \$2000 + travel (Lincoln)

Josh E - \$2,5000 + travel (local)

Keith W - \$1750 + travel (that is for both days – quite a deal!)

Catherine T - \$1200 + travel

Tim M - \$140/hr + travel (which for 6hrs = \$840)

Total = \$5790 honorariums (leaves \$2610 for travel, which Mary's/Josh's won't be that much)