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)


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

October 27 – E&O CE Day/President’s Luncheon
2 Tracks:
1. Keith Wilts – AM & PM E&O Loss Control Seminar with Mock Trial

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)