2013 Schedule of Events

TUESDAY, OCTOBER 15 2013

8:00 AM – 9:15 AM Exhibitor Set-up (for those wishing to golf)
2:00 PM – 4:00 PM Exhibitor Set-up
9:30 AM Big "I" Golf Tournament – Registration opens
10:30 AM Big "I" Golf Tournament – Firethorn Golf Course - Shotgun Start!

CUSTOMER SERVICE REP DAY

8:00 AM – 5:00 PM Hold Seminar — In-Home Businesses, Excess & Surplus, Claims Handling – 8 CEUs*
Speaker: Angie Heavener, CIC, CPIA
12:00 – 1:15 PM Education Recognition Luncheon
5:00 – 8:00 PM Industry Night/Opening Reception/Trade Fair
7:45 – 8:00 PM Trade Fair Closes – Prizes/Awards
8:00 PM Exhibits Break Down

WEDNESDAY, OCTOBER 16

CONCURRENT SESSIONS – Technology/CE Tracks

8:30 – 11:30 AM (Concurrent) CE Track: — Personal Lines: Covered Or Not Covered? - 3 P/C CEUs*
Speaker: Angie Heavener, CIC, CPIA
CE Track: — Obamacare: Impact On Individual/Group Markets - 3 CEUs*
Speaker: Jesse Patton, LUTCF

8:30 AM – 11:30 PM Technology Track:
8:30 – 10:30 AM General Session: What’s Hot – Emerging Technology Issues
Going Mobile – What Agencies Need To Know
Speaker: George Robertson, CISR

10:45 – 11:30 AM Management Track: Top Apps for Producers & Agencies - George Robertson, CISR
Vertafore/Users Track: NetVU Initiatives Update – Barb Dale

11:45 AM – 1:15 PM Big “I” Awards Luncheon
Business Meeting/Elections
Speakers: David Walker, CIC, AAI, IIABA Vice Chairman
Lisa Davis, CPA, CPCU, ARM-P, ARE, IIAN President

CONCURRENT SESSIONS

1:30 – 4:30 PM CE Track: Employment Practices Liability/ERISA/Benefits Administration - 3 P/C CEUs*
Speaker: Angie Heavener, CIC, CPIA
1:30 – 4:30 PM Technology Track: (Concurrent)
Management Track: Cyber Liability & Data Security — 3 P/C CEUs*
Speakers: Nickie Hunter; George Robertson, CISR
Vertafore/Users Track: Accounting Tips & Tricks – Kerry Kuntz
5:30 – 6:00 PM “Lighting Up Our Future " Reception/Auction Preview
6:00 PM “Star-Studded" Dinner – Sponsored Food Tables
7:00 - ? “Chasing Change" Live Auction - Benefit IIAN Foundation/INVEST

THURSDAY, OCTOBER 17

8:30 AM – 4:00 PM E&O Risk Management: Meeting the Challenge of Change - 6 Ethics CEUs*
Speaker: David Walker, CIC, AAI
11:30 am — 12:30 PM Lunch *Pending approval by Nebraska Insurance Department
2014 Schedule of Events

WEDNESDAY, OCTOBER 1 2014

8:00 AM – 9:15 AM  Tentative: Exhibitor Set-up (for those wishing to golf)
1:30 PM – 4:00 PM  Exhibitor Set-up
9:30 AM  Big “I” Golf Tournament– Registration opens
10:30 AM  Big “I” Golf Tournament – Firethorn Golf Course - Shotgun Start!

CONCURRENT SESSIONS — CUSTOMER SERVICE REP DAY
8:00 AM – 5:00 PM  CISR Elements of Risk Management– 7 CEUs NE/IA  
(exam is optional)  
Instructor: Charles Hembree, CIC, CRM

CONCURRENT:
8:30 – 11:45 AM  Applied User Training:
8:30-9:45 am – TAM Cleanup – Creating the Master Workbook
10 – 11:45 am - TAM Cleanup – Best Use of Key TAM Fields
Vertafore User Training:
Session Topics To Be Announced

12:00 – 1:15 PM  Education Recognition Luncheon

1:30 – 4:30 PM  Applied User Training:
1:30 – 3:00 pm – Managing and Organizing Attachments in TAM
3:15 – 4:45 pm - How to Audit for Compliance
Vertafore User Training:
Session Topics To Be Announced

5:00 – 8:00 PM  Industry Night—Opening Reception/Trade Fair
7:45 – 8:00 PM  Trade Fair Closes – Prizes/Awards

THURSDAY, OCTOBER 2

CONCURRENT SESSIONS – Management/CE Tracks
8:30 – 11:30 AM  CE Track: Commercial Lines Hot Issues  3 CEUs*  
Instructor: Dave Sanborn, CPCU
Management Track: Creating That Sales Culture  
Instructor: Virginia Bates

11:45 AM – 1:15 PM  Big “I” Leadership Luncheon:  Annual Meeting/Elections/Annual Awards
Speakers: Vaughn Graham, CPCU, AFSB, CIC, IIABA Executive Committee
Dee Sykora, AAI, AU, CPIW, IIAN President

CONCURRENT SESSIONS
1:30 – 4:30 PM  CE Track: Personal Lines Hot Issues  3 CEUs*  
Instructor: Dave Sanborn, CPCU
Management Track: A New Compensation Model  
Instructor: Virginia Bates

“The Main Event” - IIAN Foundation Benefit
5:30 – 6:00 PM  Reception/Auction Preview
6:00 PM  Carnival Food Tables & Game Booths Open
7:00 - ?  Game Raffle Prizes/Auctions

FRIDAY, OCTOBER 3

8:30 AM – 4:00 PM  E&O Risk Management: Meeting the Challenge of Change - 6 Ethics CEUs*  
Instructor: David Thompson, CPCU, AAI, API, CRIS

11:30 AM — 12:30 PM  Lunch

* Pending Approval by Nebraska Department of Insurance
2015 Schedule of Events

TUESDAY, OCTOBER 13, 2015

11:00 AM  
20th Annual Jacupke Memorial Golf Tournament – Shotgun Start!  
Eagle Hills Golf Course - Papillion

9:00 AM – 4:00 PM  
Bonus Session: Meeting the Challenge of Change - 6 Ethics CEUs*  
Speaker: Sam Bennett, CIC

12:00 PM—1:00 PM  
Lunch

8 PM—Midnight  
IIAN President’s/1752 Club Hospitality

WEDNESDAY, OCTOBER 14

CONCURRENT SESSIONS

8:30 AM – 4:30 PM  
CISR Hold Seminar – 7 CEUs NE/IA  
Speaker: Sam Bennett, CIC

8:30 AM – 11:30 AM  
Applied Users Group Training - Instructor To Be Announced  
Commercial Lines-To Endorse or Not Endorse (3 PC CEUs*)  
Speaker: Angie Heavener, CIC  
Cold Call To Close  
Speaker: Leah Georges, Ph.D.

11:30 – 12:30 PM  
Education Recognition Luncheon/Annual Meeting & Elections

CONCURRENT SESSIONS

12:30PM– 4:30 PM  
Applied Users Group – continues  
Where’s The Liability—Drones, Cyber & EPL (4 CEUs*)  
Speaker: Angie Heavener, CIC  
Capitalizing On Generational Strengths  
Speaker: Leah Georges, Ph.D.

4:30 PM– 7:00 PM  
Trade Fair – Laissez les bon temps rouler!  
Mardi Gras Celebration

7:00 PM–7:30 PM  
Reception/Entertainment

7:30PM – 8:30 PM  
Dinner/Annual Awards

THURSDAY, OCTOBER 15

CONCURRENT SESSIONS

8:30 – 11:30 AM  
Personal Lines Surprises (3 CEUs*)  
Speaker: Angie Heavener, CIC  
Cold Call To Close (Repeat)  
Speaker: Leah Georges, Ph.D.

Content Marketing—How To Attract the Modern Insurance Buyer  
Speaker: Ryan Hanley

11:30 – 12:30 PM  
IIAN President's Luncheon

CONCURRENT SESSIONS

12:30PM– 3:30 PM  
Risk Management Tour (3 CEUs*)  
Speaker: Angie Heavener, CIC  
Hot Agency Issues—Roundtables  
Speaker: Leah Georges, Ph.D.

How To Create A Client Online Community  
Speaker: Ryan Hanley

* Pending Approval by Nebraska Department of Insurance
109th Annual Convention  
October 25-27, 2016  
Younes Conference Center, Kearney, NE

**MONDAY, OCTOBER 24**
1:00 PM-5:30 PM  IIAN Board Meeting  

**TUESDAY, OCTOBER 25**

**CONCURRENT SESSIONS**

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
</tr>
</thead>
</table>
| 8:30 – 11:30 AM | Applied User group  
Digitally Transforming the Customer Journey  
Creating a Sales Culture  
Congressman Meet & Greet (By Invitation Only) | Ruby 7   |
| 11:45 – 1:15 PM | Luncheon; featuring Congressman Adrian Smith | Crystal 1 |
| 1:30 – 4:30 PM | Applied User group  
Customer Experience Journey  
Pathways for Young Ins. Professionals  
Video testimonials | Ruby 7   |
| 4:30 – 6:00 PM  | Young Agent Networking Reception (By Invitation Only) | Diamond 2 |
| 4:30 – 7:30 PM  | Industry Night—Trade Fair w/ heavy hors d’oeuvres | Diamond 2 |

**WEDNESDAY, OCTOBER 26**

**CONCURRENT SESSIONS**

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
</tr>
</thead>
</table>
| 8:30 – 11:30 AM | Personal Lines CE Track:  
Cyber Liability CE Track: | Crystal 3 |
| 11:45 – 1:15 PM  | Business Meeting & Elections | Crystal 1 |
| 1:30 – 4:30 PM  | Commercial Lines CE Track:  
Certificates of Insurance CE Track: | Crystal 3 |
| 5:00 -6:30pm  | Social “Happy Hour” (Beer & Wine tasting) / Auction | Crystal 2 |
| 6:30 – 8:30 PM  | Awards Dinner & Costume Contest | Crystal 1 |

**THURSDAY, OCTOBER 27**

**CONCURRENT SESSIONS**

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
</tr>
</thead>
</table>
| 8:30 – 11:30 AM | E&O Risk Mgmt CE Track:  
Time Element/E-Commerce CE Track: | Crystal 3 |
| 11:30AM - 12:30PM  | Big “I” Lunch featuring Jen McPhillips | Crystal 1 |
| 1:00 – 4:00 PM  | E&O Risk Mgmt CE Track: - CONTINUED  
Drones CE Track: | Crystal 3 |
OKTOBERFEST!
110th Annual Convention
October 11-13, 2017
Embassy Suites, Lincoln

WEDNESDAY, OCTOBER 11
11:00 AM  22nd Annual Big “I” Foundation Golf Tournament
– Woodland Hills, Eagle, NE - Shotgun Start!
8:00 AM – 5:15 PM  CISR Elements of Risk Management – 7 CEUs IA & NE
                   (Exam is optional)
Speaker: Chuck Hembree, CIC, CRM
12:00 – 12:45 PM  Luncheon
5:30 PM – 7:30 PM  Happy Hour at Barry’s in the Haymarket

THURSDAY, OCTOBER 12

CONCURRENT SESSIONS
8:30 – 11:30 AM  CE Track: Falling Through The CGL Cracks – D&O/Fiduciary
                  Speaker: Angie Heavener, CIC, CPIA  (3 PC)
CE Track: Personal Lines Hot Topics
          Speaker: Jerry Kennedy CIC
Marketing/Sales Track: Boost Your Online Marketing
                      Speaker: Sydney Roe – Sponsored By nextgen (No CEUs)
Applied User Group: Real-Time for Applied Epic/TAM and Streamline Your Workflow
                   with eDocs and Claims Download
                      Speaker: Maureen Boeing, CIC, CISR
11:45 AM – 1:15 PM  IIAN Leadership Luncheon - Annual Member Meeting & Elections

CONCURRENT SESSIONS
1:30 – 4:30 PM  CE Track: Falling Through The CGL Cracks – Malpractice/Cyber
                Speaker: Angie Heavener, CIC, CPIA  (3 PC)
CE Track: Personal Liability Exposures
          Speaker: Jerry Kennedy CIC
Marketing/Sales Track: Increase The ROI Of Your Marketing 8-10x
                      Speaker: Steve Maly – Sponsored By nextgen (No CEUs)
Applied User Group: Manage Suspense with Applied Epic/TAM download and
                   Conducting a Service Audit in Applied Epic.
                      Speaker: Maureen Boeing, CIC, CISR
4:30 PM – 7:30 PM  Industry Night/Opening Reception/Trade Fair – Over 50 Exhibitors!
4:30 PM – 5:30 PM  nextgen Young Agent Networking Reception – Wine Bottle RingToss
7:30 PM – 8:30 PM  Annual Awards Dinner & Taproom – Live Auction For Big “I” Advocacy
8:30 PM  Hospitality Suites

FRIDAY, OCTOBER 13
CONCURRENT SESSIONS
8:30 AM – 11:30 AM  CE Track: E&O: Roadmap to Policy Analysis Part 1 (3 Ethics CEUs)
                      Speaker: Angie Heavener, CIC, CPIA
Marketing/Sales Track: Your Agency In 2030 - The World Is Changing - Part 1 (No
                      CEUs)  Sponsored By nextgen
                      Speaker: Mary Eisenhart Belka, CPCU, ARM, ARE, RPLU, CIC, CPIW
11:45 AM – 12:45 PM Big “I” Luncheon

CONCURRENT SESSIONS
1:00 PM – 4:00 PM  CE Track: E&O: Roadmap to Policy Analysis Part 2 (3 Ethics CEUs)
                      Speaker: Angie Heavener, CIC, CPIA
Marketing/Sales Track: Your Agency In 2030 - The World Is Changing - Part 2 (No
                      CEUs)  Sponsored By nextgen
                      Speaker: Mary Eisenhart Belka, CPCU, ARM, ARE, RPLU, CIC, CPIW