

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 **CE Track: — *Personal Lines: Covered Or Not Covered?* - 3 P/C CEUs***
(Concurrent) **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**
(Concurrent) **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 -o 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***
(Concurrent) *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 Evening Open
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 Ruby 7

TUESDAY, OCTOBER 25

CONCURRENT SESSIONS

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 Diamond 1 Diamond 6 Diamond 2
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 Diamond 1 Diamond 6 Ruby 2
1:00 PM – 4:00 PM	Exhibitor Set-up	Crystal 2-3-4
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	Crystal 2-3-4

WEDNESDAY, OCTOBER 26

CONCURRENT SESSIONS

8:30 – 11:30 AM	Personal Lines CE Track: Cyber Liability CE Track:	Crystal 3 Crystal 4
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 Crystal 4
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

8:30 – 11:30 AM	E&O Risk Mgmt CE Track: Time Element/E-Commerce CE Track:	Crystal 3 Crystal 4
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 Crystal 4



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 (3 PC)**
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 (3 PC)**
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
- 7:30PM – 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