

\_\_\_ Adam Backer  
\_\_\_ Roger Gruwell  
\_x\_ Shari Horn

\_\_\_ Denise Moderow  
\_\_\_ Sherry Paczosa  
\_x\_ Jim Steider

\_x\_ Maureen Wagoner  
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\_x\_ Phil Winkelmann

\_x\_ Carol McClelland  
\_x\_ Nancy Robeson  
\_\_\_ Greg Zimmer

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INDEPENDENT INSURANCE AGENTS OF NEBRASKA, INC.  
FARM & SMALL AGENT COMMITTEE

Oct 30, 2015 – 8:00 AM, CST  
Conference Call

Minutes

- I. Call To Order, Introductions, Attendance
- II. Old Business
  - A. Future venues:
    - i. 2017: Holiday Inn Express
- III. New Business
  - A. Theme/Logo: Ag-based logo to go with the conference that can be used every year  
and then can get a theme for trade fair and/or dinner  
“Back to Basics” – due to basic Ag & PC courses.
  - B. Format/Speakers/Topics:
    - i. Lisa Worley (non Ag track)
      - a. Dynamics of Service: Promote as a CISR update
      - b. Other PC topics: Homeowners update, personal auto
    - ii. Robin Souza: (Ag track) – does Dairy, Poultry and Farm Basics for IRMI/Agribusiness
      - a. Farm Basics: Property and Liability
      - b. Business Auto, WC and umbrella
    - iii. Other options:
      - a. Crop Insurance update: Get either Todd A and/or IIABA to attend
      - b. Crop prelicensing: reach out to QBE NAU about running their crop prelicensing during the conference.
      - c. Young Agent event get feedback if they want to have an event
  - C. Next Meeting Date: \_\_\_\_\_