



**Todd Anderson**  
Todd started in the insurance business as a crop adjuster in 1989. He was the assistant national claims director for Hartford Crop Insurance from 1993 to 1997. Todd worked for several large agencies as Crop manager prior to starting Todd Anderson Insurance in 2016. Todd is currently serving as IIAN Vice-President and on IABA’s Crop Task Force.



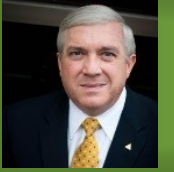
**Adam Backer**  
Adam was born and raised on a farming operation in Nebraska. He was a P&C adjuster before moving to a marketing role in 2009. Adam was very involved politically during the passage of the 2014 and 2018 Farm Bills and now travels to Washington D.C. annually to advocate on behalf of Nebraska Crop Insurance Agents. His current role is Vice President of Regional Marketing for NAU Country Crop Insurance.




**Paul R. Friskopp, AFIS**  
Paul is the President of Mid America Risk Managers. MARM is a general insurance agency operating through independent agents and brokers specializing in agricultural insurance solutions. Utilizing the latest marketing and web based automation approaches, they provide premier carriers to rural agencies.




**Cindy Gessert**  
Cindy is the Business Development Manager of Paul Davis Restoration, and has been in the emergency service and restoration industry for 15 years. Cindy is a Certified Continuing Education Instructor for Insurance and Property Management Professionals. She has completed IICRC Fire and Water Damage courses and holds Emergency Recovery service and Lead Certifications .




**Chuck Hembree, CIC, CRM, CPIA**  
Chuck is President of Clark-Lami-Hembree Insurance in St. Louis, Missouri. He divides his time between sales, agency management, and insurance technical instruction in the Midwest, including CIC and CISR. After joining the firm in 1982, he was promoted to Vice President in 1986., became President in 1995, and CEO of the firm in 2000.




**Matt Holman**  
Matt served as legal counsel for the Department of Insurance since 2011 before being named as the Department’s general counsel in 2017. Matt holds a Bachelor of Arts degree in Psychology with minors in Political Science, English, and Math from the University of Nebraska-Lincoln, and a Juris Doctorate from the University of Nebraska College of Law.




**Cheryl Koch, CPCU, CIC, ARM, AAI, API, AAM, AIM, AIS, ARP, ACSR, AFIS**  
Cheryl is President and CEO of Agency Management Resource Group located in Roseville, California. She consults on marketing and sales management, agency operations, automation, and strategic planning.




**Karl Seebacher**  
Karl Seebacher has over 25 years of experience in the insurance and risk management industries. He is responsible for the development and growth of McGowan’s agent/broker relationships across the US, and assists with the overall strategy of McGowan’s Active Shooter Workplace Violence program.



**Rod Muench, CPCU**  
Rod is the owner of Muench Insurance, LLC, a wholesaler of professional liability products for independent insurance agencies in Nebraska, Iowa, and surrounding states. He holds numerous state producer and surplus lines licenses, as well as the CPCU designation.

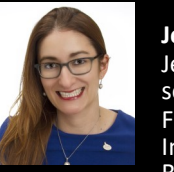


**Shawn Rossi**  
Shawn earned his undergraduate degree in Atmospheric Science at UC Davis and his Masters at the University of Arizona. He has been with the National Weather Service since 2002 and worked in San Juan, Puerto Rico; Texas; Oregon; and Hastings, Nebraska where he has been the lead forecaster for the past eight years.



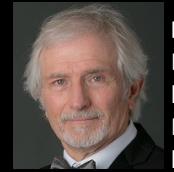
**Ernie Goss, Ph.D.**  
Ernie Goss is currently the MacAllister Chair and Professor of Economics at Creighton University in Nebraska and Director of the Goss Institute in Denver, Colorado. He is also a Research Faculty member at

California State University-Fresno. He has published over 100 research studies focusing primarily on economic forecasting and on the statistical analysis of business and economic data.



**Jennifer Webb, J.D.**  
Jennifer (“Jenn”) Webb currently serves as Senior Counsel for Federal Government Affairs at the Independent Insurance Agents & Brokers of America (the Big “I”) in

Washington, D.C. At the Big “I” Jenn directs the development of policy positions on federal legislative and regulatory initiatives important to independent insurance agents and brokers; and advocates on behalf of the Big “I” before Congress and administrative agencies.



**Larry W. Palmer**  
Larry is one of the nation’s leading National Flood Insurance Program (NFIP) experts, and has been pro-actively involved with the program since its inception in

1983. He is a past president of the Flood Insurance Servicing Companies of America, and has served on numerous national advisory committees relating to the NFIP. Larry has over 35 years’ experience presenting seminars and approved NFIP education courses nationwide.

**Thank You Farm & Rural Agents Committee!**

James Steider, Chairperson.....Jones Ins Agency, Inc  
Todd Anderson.....Todd Anderson Insurance Agency  
Adam Backer.....NAU Country Crop Insurance  
Chad Beezley.....Ellerbrock-Norris Insurance  
Heather Brummels.....Affiliated Brokers Insurance  
Lori Gillenwater.....Farmers National Company  
Johnie Kramery.....Gary Thompson Agency  
Samuel McNair.....McNair Agency, Inc  
Sarah Zimmer.....Jones Insurance Agency, Inc

**Your name badge is your ticket to all CE sessions and IIAN Spring Conference events!**  
Your badge must be scanned to track your attendance for CE credit.

# IIAN Spring Conference

## April 3 & 4, 2019

### Holiday Inn and Conference Center, Kearney, NE



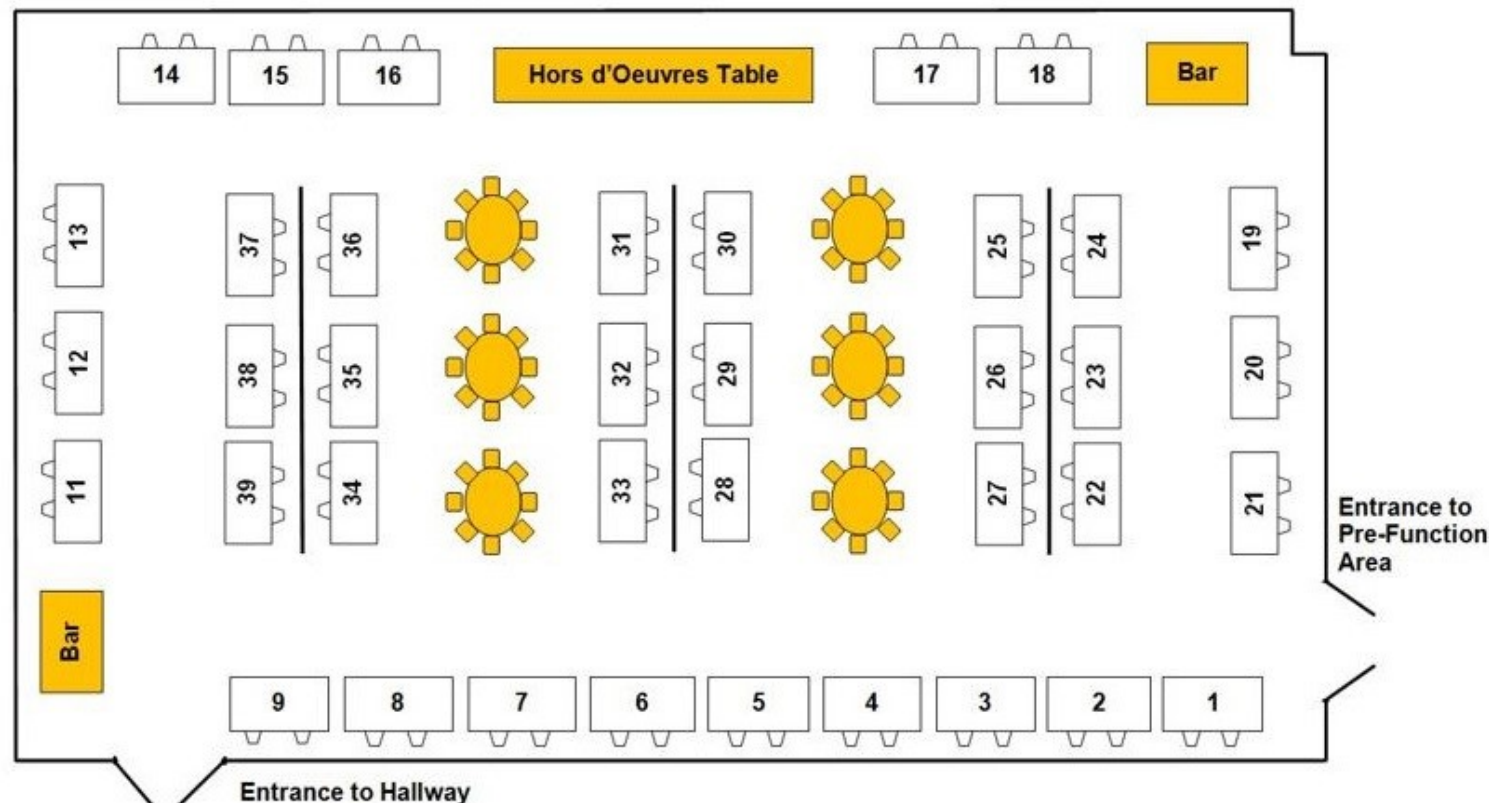
**Thank You Industry Partners**

Diamond	Gold	Silver
IMT Insurance Markel	AAA Nebraska ARMtech Insurance Services Columbia Insurance Group Continental Western Group Diversified Crop Ins Services Donegal Insurance Group Encompass Great American Insurance Grinnell Mutual Reinsurance	Accident Fund Ins Co of America Progressive Rain & Hail LLC SFM Mutual Insurance Company Wright Flood
	Platinum EMC Insurance Companies Farmers Mutual of NE Motorists Insurance Group North Star Mutual Ins Risk Innovations LLC	Bronze
		AmTrust North America Auto-Owners Insurance Berkshire Hathaway GUARD Berkshire Hathaway Homestate Farmers Alliance Mutual Insurance
		Midwest Family Mutual Midwest Regional Agency Patriot Underwriters RAS Travelers United Fire Group





# 2019 IIAN Spring Conference Trade Show



- |  |  |
|--|--|
| 34.) AAA Nebraska                          | 39.) Markel Specialty Commercial               |
| 23.) Allstar Financial Group               | 14.) McGowan Companies                         |
| 26.) Battle Creek Mutual Insurance Company | 8.) Mid-America Risk Managers, LLC             |
| 29.) Big "I" Booth                         | 35.) Muench Insurance                          |
| 7.) Big "I" PAC                            | 22.) NAU Country Crop Insurance                |
| 33.) Burns & Wilcox, LTD                   | 37.) NCMIC Finance Corporation                 |
| 32.) Chubb Insurance                       | 11.) Paul Davis Restoration                    |
| 25.) Columbia Insurance Group              | 18.) Pennsylvania Lumbersmens Mutual Insurance |
| 20.) Continental Western Group             | 36.) ProAg                                     |
| 2.) Crop Risk Services                     | 19.) Rain and Hail                             |
| 16.) Diversified Crop Insurance Services   | 28.) Ringwalt & Liesche                        |
| 17.) EMC National Life                     | 9.) Risk Innovations LLC                       |
| 12.) Farmers National Company              | 31.) Risk Placement Services, Inc.             |
| 30.) Great American Insurance Group        | 5.) Rural Community Ins. Services              |
| 27.) Grinnell Mutual Insurance Company     | 13.) Safeco Insurance / Liberty Mutual         |
| 1.) Imperial PFS                           | 4.) Senior Insurance Marketing                 |
| 24.) IMT Insurance                         | 3.) The Essential Step                         |
| 21.) Jones Ins Agency, Inc.                | 6.) UIG  |
| 38.) Kids' Chance of Nebraska              | 15.) Yellow Van Cleaning and Restoration       |

**Thank You Conference Sponsors!**

**Diamond:** Nebraska Agency Services Corporation

**Emerald:** Imperial PFS

**Ruby:** Method Insurance Services

# Schedule

## Wednesday, April 3

7:30 AM Registration Opens  
Continental Breakfast  
-Sponsored By Donegal Insurance Group

8:30 AM - Personal Lines Misc Coverages 7 CE's  
4:00 PM Chuck Hembree (Qualifies For CISR)  
Room A -Sponsored By AAA Nebraska

8:30 AM Mini Sessions 1 CE Each  
Room C Ag Coverage Changes- Cheryl Koch  
-Sponsored By Farmers Mutual  
Room D Flood Disaster Update- Larry Palmer  
-Sponsored By UIG

9:30 AM Mini Sessions 1 CE Each  
Room C Farm Vehicles- Cheryl Koch  
-Sponsored By Motorists Insurance  
Room D Professional Liability/E&O- Rod Muench  
-Sponsored By Muench Insurance

10:30 AM Mini Sessions 1 CE Each  
Room C Certificates of Insurance &  
Additional Insureds- Cheryl Koch  
-Sponsored By EMC Insurance  
Room D Pivot Insurance 101- Paul Friskopp  
-Sponsored By MARM

**Morning Breaks Sponsored by Encompass**

11:45 AM Lunch-Loper Hall North  
Dr. Ernie Goss-Ag Economy Update  
-Sponsored By Markel

1:00 PM Mini Sessions 1 CE Each  
Room C Work Comp & NE Law- Cheryl Koch  
-Sponsored By Risk Innovations LLC  
Room D Disaster Preparedness- Cindy Gessert  
-Sponsored By Paul Davis Restoration

2:00 PM Mini Sessions 1 CE Each  
Room C Ag Side Businesses- Cheryl Koch  
-Sponsored By North Star Mutual  
Room D EPLI Insurance- Rod Muench  
-Sponsored By Muench Insurance

3:00 PM Mini Sessions 1 CE Each  
Room C Farm Equipment- Cheryl Koch  
-Sponsored By Grinnell Mutual  
Room D Climate Change- Shawn Rossi  
-Sponsored By Diversified Crop Ins.

**Afternoon Breaks Sponsored By Continental Western**

4:00 PM- Trade Fair & Reception-Ballroom I&II  
7:00 PM Hors d'oeuvres Buffet

# Schedule

## Thursday, April 4

7:30 AM Registration Opens  
Southern Breakfast Buffet  
-Sponsored By Imperial Premium Finance

### CONCURRENT SESSIONS

8:30 AM- CRAKE Program-No CE's  
10:30 AM Nebraska State Patrol  
Room A -Sponsored By Columbia Insurance Group

8:30 AM- InsurTech Revolution 2 CE's  
10:30 AM Cheryl Koch  
Room C -Sponsored By Nationwide

### CONCURRENT SESSIONS

10:30 AM Mini Sessions 1 CE Each  
Room A Crop Insurance Expert Panel  
-Sponsored By NAU Country  
Room C Active Shooter Insurance- K. Seebacher  
-Sponsored By McGowan Prog. Admin.

**Morning Breaks Sponsored by ProAg**

11:30 AM Lunch-Ballroom II  
On the Hill with Jenn Webb- IIABA Senior  
Counsel, Federal Gov't. Affairs  
-Sponsored By IMT Insurance

12:30 PM- Wild About Ethics! 3 Ethics CE's  
3:30 PM Cheryl Koch  
Room C -Sponsored By Ringwalt & Liesche

**Afternoon Breaks Sponsored By Great American**

