

**110<sup>th</sup> Annual Convention  
Oct 11-13, 2017  
Embassy Suites, Lincoln**

**WEDNESDAY, OCTOBER 11**

- 11:00 AM Big "I" Golf Tournament – Woodland Hills - Shotgun Start!
- 8:30 AM – 5:30 PM CISR Elements of Risk Management – 7 CEUs\*  
(Exam is optional) *Speaker: Chuck Hembree, CIC, CRM*
- 11:45 – 1:15 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: Covered or Not Covered, Commercial Lines (3 CEUs)  
*Speaker: Angie Heavener, CIC, CPIA*  
CE Track: Personal Lines Hot Topics (3 CEUs)  
*Speaker: Jerry Kennedy CIC*  
Marketing/Sales Track: TBD (No CEUs)  
*Speaker: Sydney Roe - Sponsored By Young Agents*  
Applied User Group  
*Speaker: TBD*

- 11:45 AM – 1:15 PM Annual Meeting & Elections

**CONCURRENT SESSIONS**

- 1:30 – 4:30 PM CE Track: Nature, Clients and Experts (3 CEUs)  
*Speaker: Angie Heavener, CIC, CPIA*  
CE Track: Personal Liability Exposures (3 CEUs)  
*Speaker: Jerry Kennedy CIC*  
Marketing/Sales Track: TBD (No CEUs)  
*Speaker: Steve Maly – Targeted To Young Agents*  
Applied User Group  
*Speaker: TBD*

- 1:00 PM—4:00 PM Exhibitor Set-Up
- 4:30 PM– 7:30 PM Industry Night/Opening Reception/Trade Fair
- 4:30 PM—5:30 PM Young Agent Networking Reception
- 7:30PM – 8:30 PM Annual Awards Dinner
- 8:30 PM Hospitality Suites

**THURSDAY, OCTOBER 27**

**CONCURRENT SESSIONS**

- 8:30 AM – 11:30 AM CE Track: E&O: Roadmap to Policy Analysis Part 1: (3 Ethics CEUs\*)  
*Speaker: Speaker: Angie Heavener, CIC, CPIA*  
Marketing/Sales Track: The World Is Changing - Part 1 (No CEUs)  
*Speaker: Mary Eisenhart Belka, CPCU, ARM, ARe, RPLU, CIC, CPIW*  
*Sponsored by IIAN Young Agents*

- 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: Speaker: Angie Heavener, CIC, CPIA*  
Marketing/Sales Track: The World Is Changing - Part 2 (No CEUs)  
*Speaker: Mary Eisenhart Belka, CPCU, ARM, ARe, RPLU, CIC, CPIW*  
*Sponsored by IIAN Young Agents*

\* Pending Approval by Nebraska Department of Insurance