



Register by July 26th for “early-bird” promotion.

Register online at www.ian.org/annualconvention

110th Annual Convention & Trade Fair

Embassy Suites
Lincoln, NE

402-473-1111

Sponsor & Exhibitor Registration



OKTOBERFEST

OCTOBER 11-13, 2017

Convention Sponsorship

Emerald Sponsor- \$1,250

- ◆ 3 Full Convention Registrations (for company personnel)
- ◆ 10 Trade Fair tickets
- ◆ Recognition: Convention Program, Sponsor Board, Website and [Convention App](#)

Sapphire Sponsor- \$950

- ◆ 2 Full Convention Registrations (for company personnel)
- ◆ 5 Trade Fair tickets
- ◆ Recognition: Convention Program, Sponsor Board, Website and [Convention App](#)

Ruby Sponsor- \$750

- ◆ 1 Full Convention Registration (for company personnel)
- ◆ 2 Trade Fair tickets
- ◆ Recognition: Convention Program, Sponsor Board, Website and [Convention App](#)

Program / App Advertising

(8" x 5 ") Vertical	\$300
(4" x 5 ") Horizontal	\$150
(4" x 2 1/2") Vertical	\$75

Submit artwork by September 30, 2017

Additional Advertising Bonus:

If you purchase a print program ad above, you are eligible to purchase front-page rotating space for your logo on our [Convention App](#).....\$100

Submit Company logo file by Aug 31, 2017

Lodging Information

Embassy Suites 1040 P St, Lincoln 68508
Phone: (402) 474-1111

Standard Room Rate: \$159.00 + tax
Lodging blocks held until September 18, 2017

**Consider hosting a hospitality Suite on Thursday.*

Exhibitor Information

- ★ **October 12 Trade Fair** — 8x8 formal booth equipped with one skirted 6' table and two chairs.
- ★ **Exhibitor Convention Package:** includes Thursday Trade Fair food and a drink and Thursday Dinner for up to 2 of your company's representatives. (Additional tickets can be purchased.)
- ★ **Register by July 26** to get your company's name listed in the Convention Registration Brochure which is mailed to our 2,000 members throughout Nebraska, and to be listed in advance on the [Convention App](#).
- ★ **Convention Recognition:** Pre and Post Convention publicity on www.ian.org, your company listed on the exhibitor roster in the Convention Program which is placed in every agent's registration packet.

Booth Fee: Members- \$475 / Non-Members- \$699 (until Sept 6, 2017—then increased by \$100)

- ★ Join the Big "I" and reserve your booth for the member price! Contact the IAN office for details, 402-476-2951.

Reservation/Payment /Cancellation Deadlines:

- ★ **All booth spaces must be reserved and paid for by September 6, 2017. After September 6, a \$100 late fee will be assessed to all new and unpaid registrations.**
- ★ **Booths will not be assigned prior to receiving payment.**
- ★ **All cancellations must be emailed** to Nancy Robeson at nancy.robeson@biginebraska.org.
- ★ **In the event of a cancellation** prior to September 6, all monies paid less a 15% service charge, will be refunded. Cancellations received between September 6 and September 27 will result in a charge of 25% monies paid. **No refunds will be issued for cancellations received on or after September 27, 2017.**

Schedule of Events

WEDNESDAY, OCTOBER 11

- 9:00 AM Big "I" Golf Tournament– Registration opens
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 –7:30 PM Happy Hour at Barry's Bar & Grill—Haymarket

THURSDAY, OCTOBER 12

CONCURRENT SESSIONS

- 8:30 – 11:30 AM Commercial Lines (3 CEUs)
Speaker: Angie Heavener, CIC, CPIA
Personal Lines (3 CEUs)
Speaker: Jerry Kennedy, CIC
Sales/Marketing Session (No CEUs) - Sponsored by IIAN Young Agents
Speaker: Sydney Roe
Applied User Group Session

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

CONCURRENT SESSIONS

- 1:30 – 4:30 PM Commercial Lines (3 CEUs)
Speaker: Angie Heavener, CIC, CPIA
Personal Lines(3 CEUs)
Speaker: Jerry Kennedy, CIC
Sales/Marketing Session (No CEUs) - Sponsored by IIAN Young Agents
Speaker: Steve Maly
Applied User Group Session

- 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

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

- 8:30 PM — Hospitality Suites

FRIDAY, OCTOBER 13

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

- 11:45 AM—12:45 PM Big "I" Luncheon

- 1:00 PM – 4:00 PM E&O: Roadmap to Policy Analysis Part 2 (3 Ethics CEUs*)
Speaker: Angie Heavener, CIC, CPIA
Sales/Marketing Session Part 2 (No CEUs) - Sponsored by IIAN Young Agents
Speaker: Mary Eisenhart Belka, CPCU, ARM, ARe, RPLU, CIC, CPIW

* Pending Approval by Nebraska Department of Insurance