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

110th Annual Convention & Trade Fair

Embassy Suites
Lincoln, NE
402-473-1111

Register online at www.iian.org/annualconvention

Sponsor & Exhibitor Registration

OKTOBERFEST
OCTOBER 11-13, 2017
**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

**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.iian.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 IIAN 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.**

**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.
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October 12, 2017
Embassy Suites, Lincoln, NE

Please Note: Booths highlighted in yellow will not be able to set up until 2 pm due to an ILAN function held in Regents B.

Please Note: If you need electricity, choose an outside booth number!
## Schedule of Events

### FRIDAY, OCTOBER 13

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
</table>
| 8:30 AM – 11:30 AM | E&O: Roadmap to Policy Analysis Part 1 (3 Ethics CEUs*)  
**Speaker:** Angie Heavener, CIC, CPIA |
| 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, AR, RPLU, CIC, CPIW |

* Pending Approval by Nebraska Department of Insurance

### WEDNESDAY, OCTOBER 11

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>9:00 AM</td>
<td>Big “I” Golf Tournament – Registration opens</td>
</tr>
<tr>
<td>11:00 AM</td>
<td>Big “I” Golf Tournament – Woodland Hills - Shotgun Start!</td>
</tr>
</tbody>
</table>
| 8:30 AM – 5:30 PM (exam is optional) | CISR Elements of Risk Management – 7 CEUs*  
**Speaker:** Chuck Hembree, CIC, CRM |
| 11:45 AM – 1:15 PM | Luncheon                                                              |
| 5:30 –7:30 PM  | Happy Hour at Barry’s Bar & Grill—Haymarket                          |

### THURSDAY, OCTOBER 12

#### CONCURRENT SESSIONS

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
</table>
| 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

<table>
<thead>
<tr>
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</tr>
</thead>
</table>
| 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/Openning 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                                                   |