

# BIG RED HOMECOMING

111<sup>th</sup> Annual Convention  
October 10-12, 2018  
Embassy Suites, La Vista

## WEDNESDAY, OCTOBER 10

- 10:00 AM Registration Opens - 20th Annual Memorial Golf Tournament  
11:00 AM Shotgun Start Woodland Hills Golf Course, Eagle
- 8:30 AM – 12:00 PM Dynamics of Service– 7 PC CEUs\*  
*Speaker: Sam Bennett, CIC*
- 12:00 PM—1:00 PM Lunch  
1:00 PM – 4:30 PM Dynamics of Service—CONTINUED
- 6:30 PM—8:30PM Social Event/Networking – To Be Announced  
Evening Open

## THURSDAY, OCTOBER 11

### CONCURRENT SESSIONS

- 8:30 AM – 11:30 AM CE Track I: Filling Insurance Gaps & Adding Value (3 PC CEUs\*)  
*Speaker: Sam Bennett, CIC*
- CE Track II: One-Hour Mini-Sessions (1 PC CEU Each\*)  
Pollution Update *Speaker: Brian Dreyer, ARM, ASLI*  
Flood Insurance Update *Speaker: Larry Palmer, Seattle Specialty*  
Cyber Exposures *Speaker: Marshall Ford, Five Nines*
- Professional Development Track: One-Hour Mini-Sessions (No CEUs)  
Professional Development *Speaker: Ken Smith (All Sessions)*  
Sales  
Cross-Selling
- 11:45 AM – 1:15 PM Leadership Luncheon/Annual Meeting & Awards
- CONCURRENT SESSIONS
- 1:30PM– 4:30 PM CE Track: Personal Lines Claim Scenarios (3 PC CEUs\*)  
*Speaker: Sam Bennett, CIC*
- CE Track II: One-Hour Mini-Sessions (1 PC CEU Each\*)  
*Morning Sessions Repeat*
- Professional Development Track: Selling Like A Human (No CEUs)  
*Speaker: Greg Chambers Sponsored by Nextgen*
- 1:00 PM—4:00 PM Exhibitor Set-up  
4:00 PM– 6:30 PM Trade Fair/Opening Reception  
Nextgen Wine Bottle Ring Toss/Networking  
6:30 PM—7:15 PM Reception/InsurPac Auction  
7:15 PM – 8:30 PM Dinner & Performance featuring Funny Artist Sam Glenn

## **FRIDAY, OCTOBER 12**

- 8:30 – 11:30 AM      E&O Risk Management: Mock Trial – (3 Ethics CEUs\*)  
*Featuring The Nebraska Big "I" Repertory*
- 11:30 – 12:30 PM      President's Luncheon  
*Speakers: Sandra Ryks - IIAN Vice President  
Jon Jensen, AAI, AIP - IIABA Vice Chairman (Tent.)*
- 12:30PM– 3:30 PM      E&O Risk Management: Meeting the Challenge of Change (3 Ethics CEUs\*)  
*Speaker: Casey Roberts*