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INDEPENDENT INSURANCE AGENTS OF NEBRASKA, INC.
ANNUAL CONVENTION COMMITTEE
March 15, 2017 – 10:00 a.m. CDT
Kiewit Lodge, Ashland/Conference Call

AGENDA - Preliminary

- I. Call To Order, Introductions
- II. Old Business
 - A. 109th Annual Convention (2016)
 - Participant Feedback, Survey Results - **Reviewed**
- III. New Business
 - A. 110th Annual Convention – Oct 11-13, 2017 – Embassy - Lincoln
 1. Attendance Trends/Budgets Spreadsheet
 - a. Pricing – Keep: **\$175 1st Reg., \$150 2nd Reg., \$125 3rd and above**
 2. Program Format – Discuss/Brainstorm
 - a. Historical Review
 - a. 2014 Member Survey
 - b. Program Goals – What Should They Be?
 - i. **CE: Focus on unique/interesting/more advanced content:**
Commercial Lines: Policy Enhancements/Endorsements –
Business Income, EPLI, Insurance To Value
Personal Lines: Difference in HO policy forms
Cyber Liability
Business Auto
Flood
Risk Management Tour
Liability Law Suit Case Studies
 - ii. **Technology:** User Group Meetings/Sessions
 - iii. **Mgt/Sales/Service:** Marketing Through Social Media (SAFECO program); Dynamics of Service (CISR approved, 7 CEUs-all day)
 - iv. **Young Agents Program/Networking:** Suggest sales-oriented program;
get input from Elliot Bassett ASAP
(Note: Don't schedule on Day 1 during golf)
 - c. Program Structure:
 - i. **Day 1 – Oct. 11:**
 - **Jacupke Golf Tournament** – Woodland Hills
 - **Potential Concurrent Ed Sessions (All Day):** Innovative Leadership (Tent.) - Human Resources/Agency Operations; CISR Class – Risk Management

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- **Evening Social/Networking Activity Possibilities:**

- Hotel: Company hospitality suites (all on one floor?)
Sponsored event in Atrium
- Off-Site: Haymarket – Rule G, Barry’s, “Taproom” Networking Event, Pub Crawl

ii. **Day 2 Oct. 12:**

- **CE:** At least 2 concurrent tracks; can do 2 addl. small breakout session
- **Young Agents Program/Networking**
- Trade Fair followed by Dinner (Awards?)

iii. **Day 3 – Oct. 13:**

- **CE:** E&O (repeat Mock Trial?) – Two 3-hour segments (Ethics?)
 - Concurrent Session – Morning only?
- **Luncheon** – Government Affairs/IIABA Representative (?)

3. Social Theme: **Oktoberfest** ☺ - !?

4. Fundraising During Convention: Suggestions – Silent Auction, Ticket Auction, “Tip The Bartender”

IV. Next Meeting Date: **April 12, 10:00 a.m.**

V. Adjournment

TO DO:

Committee: Submit your favorite instructor/session topics
Contact off-site venues – October 11 social event

Staff: Research instructor availability
Hotel: Company hospitality suites (all on one floor?)
Sponsored event in Atrium (?)
Contact Young Agents chairman/develop program/networking activity