

<b>8. What education topics/programs would you like to see at the 2017 Annual Convention (Oct 11-13, Embassy Suites, Lincoln)?</b>
I would have liked to sit in on the drone program, but I had a conflict with the ethics program.
More coverage updates, can be personal or commercial
Business Auto
bonds
Another effort by the young agents group.
Class on different advertising and marketing strategies.
over the same thing year after year and also scaring the pants off people with the ethics and E & O classes. It just seems that we should do more to motivate people and show them the good that we do for our customers. Time to be more upbeat
Mary Eisenhart-type classes that are not targeted/promoted for young agents. I believe there are a lot of agents/owners/csr's that can benefit from her classes, regardless of how long they have been in the industry.
More classes that offer CE hours. There were a lot of good classes this year but unfortunately they did not
COI's always good. Have not had anything on NCCI experience rating in quite a while.
open to any ideas
personal lines/ examples of what to do if
flood updates, basic ISO changes, underwriting tips etc. I also think it would be nice to have a session on spotting hazards, the claims process from hoarding to tornadoes or after the fire... Paul Davis puts on some nice classes
Medical Professional Liability, Bond topics, Professional Liability, At least a few topics that are not the norm.
E&O, Certificates, endorsements, how to conduct personal lines reviews, how to prospect and close sales
more with cyber and drones. Another E&O class. Deep discussions on hard/confusing coverage gaps in
differences in homeowners and dwelling policies. RV, motorcycle, and other toys policies
More prospecting/marketing specific topics.
Topics that are not regularly offered.
<b>8. What education topics/programs would you like to see at the 2018 Annual Convention (Oct 10-12, Embassy Suites, LaVista)?</b>
Cyber Security, E&O prevention for insurance agents, more policy analysis classes, best practices/coaching
cyber, drones, uber, airbnb
when a company claim should be turned in (insured's often tell us not to turn in claims - but is notification to us notification to carriers?) and how to handle. I struggle how to educate staff on this issue and the E&O exposures for us.
More PL and Comm lines that would help us see the market trends and where we can grow our agencies. More marketing ideas. PL and Comm discussion opportunities instead of lecture.
Different Commercial and Personal Lines classes. Seems like these are the same each year.
I would like another CISR program.
Applied again.
I think it would be cool to change up the structure and open the first morning with a really good speaker as kind of a kick off/welcome to the conference. Then go into break out sessions after that. Maybe include some sales
advise our customers when there is a dispute over the settlement of an auto accident that includes comparative negligence resulting in our client being responsible for a portion of the blame and they feel that is unwarranted.
WC claim issues
Sales Ideas, continuing product knowledge both personal and commercial

**12. The Annual Convention committee is ready to start planning for next year's convention, at the Embassy Suites in LaVista, Oct. 10-12, 2018. Please let us know your opinion on the length/structure of the convention by choosing one or more preferences. Select all that apply - add any comments below. - Comments**

5-7 for trade fair hours  
2 hours would be enough  
I think 2 hours is probably enough. It seems after about 2 hours everyone is losing interest anyway. Having trade evening of first day makes more sense. Could do some kind of social hour prior to awards banquet on Thursday.  
2 Hours would seem to be enough so the dinner does not get over so late for traveling people.  
Maybe a little more time for the trade show  
Moving the trade fair was an excellent idea.  
The one night - 3 hour trade fair seemed perfect. I visited with a few vendors and they seemed to appreciate the schedule. It might also be nice to have the Trade Fair combined with happy hour, it could then be 3 hours with Hor D'oeuvres. It would save money & people are more likely to eat snacks, since there isn't a big dinner immediately following.  
I think 2 hours is plenty of time for the trade show to see everyone. Granted for what they partners are paying, I'm sure they prefer 3 hours. Since travel from the western end of the state, we lose a day traveling to these so  
No complaints, whatever was planned was great.  
I'd also prefer having the convention in downtown Omaha where there is more for the attendees to do after

**8. What education topics/programs would you like to see at the 2016 Annual Convention (Oct 25-27, Younes Center, Kearney)?**

Specific policy class vs bits and pieces. If we are going to jump around we should at least be provided a copy of update on drone coverage and new requirements with FAA, Workers Compensatin, Boiler & Machinery -  
I would like to see more commercial underwriting and prospecting classes and more farm ranch education.  
Coverage/no coverage ins & outs of HO/Auto policies and Farms. UBM how does it cover the "holes"  
Agency management techniques. Due to agency owners increasing their locations more managers are present. I currently manage 3 locations and would enjoy a class centered on employee/producer management to include  
I am not sure but I am sure I could teach something about prospecting , haha. I leave that to the professionals.  
CISR annual update would be the most beneficial for me.  
at least one topic on personal lines hot issues  
More efficient marketing and remarketing of business to companies, Hidden underwriting trick, More than the updates on the ISO newest released versions  
Trucking, work comp, Cyber  
Always E&O is a great topic. Perhaps entire program related to claims. If you dig into a claim, it helps you with  
More sales/marketing classes.  
cyber liability; contractors - transfer of risk; EPLI/Fiduciary update; homeowners revisions  
Certificates of insurance - Good & bad things involving certificates. Contractual liability - what is included in  
You do a good job of programming.  
I missed the program about understanding millenials. Would love to be able to go through this.  
MORE ON CYBER.  
Current/relevant exposures and updates (i.e. drones, autonomous vehicles...), Legislative Bills, continuing  
Producer compensation  
Sales techniques and strategies.  
sales and social media and technology topics