IIAN ANNUAL BUSINESS MEETING OCTOBER 12, 2017

IIAN OFFICERS & DIRECTORS ELECTED

The following members were elected on Thursday, October 12, 2017, during the Annual Member meeting in Lincoln.

OFFICERS:

<u>PRESIDENT: James G. Zimmer, Jr.,</u> Zimmer Insurance Group – Lincoln

IIAN Offices Held: Vice President 2017, Secretary-Treasurer 2016
IIAN Board Service: 2012 – Present NASC Board Service: 2016-17

IIAN Committee Service: Annual Convention, Finance (Chairman), Dues

Task Force, Legislative Advisory Council Ambassador

Greg is a principal of Zimmer Insurance Group, and has been a producer for the agency for the past 30 years. Before joining Zimmer Insurance Group, he attended the University of Nebraska–Lincoln. Greg has had experience with and been active on several Boards over the years, from leadership to "at large" positions, including serving as a director and past president of the Independent Insurance Agents of Lincoln. He also served as a member of the Nebraska Air National Guard for over 25 years, and retired as a Master Sergeant. Greg enjoys sailing, and is past Commodore of Lincoln Sailing Club.

Greg says, "I would like to "give back" what I can to the association that has supported our agency and myself over the last 30- plus years."



VICE PRESIDENT: Sandra E. Ryks, UNICO Group, Inc. - LaVista

IIAN Offices Held: Secretary-Treasurer - 2017

IIAN Board Service: 2013 - Present

IIAN Foundation Board Service: 2006-2015

IIAN Committee Service: Finance, Agency/Professional Development, Young Agents (Past Chairman), Annual Convention (Past Co-Chairman), Legislative, Legislative Advisory Council Ambassador, Dues Task Force IIAN Awards: Young Agent of the Year 2006, Chairman of the Year 2006

Sandra has been a producer and account executive with UNICO Group in LaVista since 2004. She was Territory Sales Manager for AAA Nebraska, from 2000 – 2004, and Territory Sales Manager with Progressive Insurance from 1991 – 2000. Sandra received her Bachelor of Science degree in Business Administration/Marketing from the University of Nebraska – Omaha in 1987. She served on the IIA of Omaha Board from 2011 - 2015, serving as President in 2014. Sandra is a board member for the Bellevue Swim Club, and a member of the First Presbyterian Church, Bellevue. She and her husband, Tom, have a daughter, Alexandra.

Sandra says: "I have been involved with the association since I started working as an independent agent in 2004, and find it very rewarding. Being on the (IIAN) board has really opened my eyes to what it takes to make IIAN a great organization, and advocate for the independent agent, and I would like to help continue this legacy."



SECRETARY/TREASURER: Todd D. Anderson,

Todd Anderson Insurance Agency - York

IIAN Board Service: 2013 - Present

IIAN Committee Service: Legislative, Farm & Small Agents, Crop Insurance Task Force (Current Chairman), Legislative Advisory Council

Ambassador, Dues Task Force

National Committee Service: IIABA Crop Insurance Task Force, 2011-

Present

IIAN Awards: Distinguished Service 2015

Todd established Todd Anderson Insurance Agency in 2016, specializing in crop insurance solutions. He began his insurance career with Hartford Crop Insurance in 1993. Starting in 1997, he worked for Aon Risk Services as Ag Risk Manager, then moved to Cornerstone Insurance Group, where he was Crop Insurance Manager from 2000-2016. Todd has represented IIAN members at IIABA Legislative Conferences from 2012-2017, meeting with Risk Management Agency staff regarding crop insurance issues. He has been involved in Sertoma, and was awarded "Sertoman of the Year" in 2003. He is also a past president of Habitat for Humanity. Todd has four daughters – Samantha, Melissa, Lindsay, and Emily, along with three grandchildren, and one great-granddaughter.

Todd says: "(I want) to help the independent agents in Nebraska find answers to questions pertaining to how to maintain and grow their agencies. Whether that is on education issues, legislative issues or staffing issues, I think IIAN can play an important role in answering those questions."

NATIONAL DIRECTOR:



Mark B. Lisko, Insurance Planning Associates, Omaha

HAN Offices Held: President 2009, Vice President 2008, Secretary-Treasurer 2007 HAN Board Service: 2004-2010 HAN Awards: Young Agent of Year, 1998; Committee Chairman of the Year, 2011; Distinguished Service 2012. HAN Committee Service: Board Development, Health Insurance Task Force (Chairman 2011-2013), Finance (Past Chairman), Agency/Professional Development Task Force (Past Chairman), Public Relations (Past Chairman), Strategic Planning (Past Chairman), Trusted Choice Big "I" Junior Golf Classic (Nebraska Chairman 1998-2006).

NASC Board Service: 2007-Present, President 2011, 2012, 2013

<u>National Board/Committee Service:</u> IIABA National Director 2014-Present, Membership Services, Inc. (Chairman 2016-17), Big "I" Advantage, Inc. (Director), Professional Liability Committee, Agency Administrative Services, Inc. (Chairman 2017-18)

Mark has been partner and principal of Insurance Planning Associates in Omaha since 1995. He joined the agency as a producer in 1988. Mark started his business career following his graduation with a Bachelor's Degree from Creighton University in 1979. He first worked as a manager for Skylark Meats for nine years, and then as owner and producer of Lisko Agency for seven years. In addition to his committee service for IIAN, he has served on the Board of Directors of the Independent Insurance Agents of Omaha, and as IIAO president 2003-04. Mark's community activities include serving as chairman of the Cystic Fibrosis Travis Ferguson Fishing Tournament, and as Secretary-Treasurer for both the Bass Federation of Nebraska and "In Jesus Name Services", a community service organization.

IIAN BOARD OF DIRECTORS: Two Positions



Adam Backer, QBE NAU Crop Insurance Company—Omaha IIAN Committee Service: Farm & Small Agents, Crop Insurance Task Force

Adam has been Vice President of Regional Marketing for QBE NAU since July 2009. Previously he was a claims adjuster for Farmers Mutual of Nebraska (2007-2009), after earning a B.S. degree in construction management from Wayne State College in 2005. Adam has attended the IIABA Legislative Conference each year since 2011, representing his company and lobbying on behalf of crop insurance agents, and works with Nebraska representatives' local

staff advocating the benefits of crop insurance. He currently serves on several QBE NAU committees. His community activities include helping to plant Providence Church in Omaha, serving in multiple roles.

Adam says: "I'm very willing to help, in any way I can, to help our insurance industry stay strong and improve. I've had the opportunity to work with independent insurance professionals and their customers for the past 10 years, from claims to marketing. I feel like I've seen the industry from many perspectives and I hope I can bring those perspectives to (IIAN) to help combat the challenges facing the independent agency force today and into the future."



Zak Morken, Western Insurors of Nebraska - Ogallala IIAN Committee Service: Member Engagement Task Force (Current Chairman), Young Agents Task Force, Trusted Choice ® Task Force, Legislative Advisory Council Ambassador, IIAN Foundation Fundraising

Zak has been Sales Manager for Western Insurors since 2015. Prior to joining Western Insurors, he held sales management positions with Assurity Life in Lincoln and Lund Company in Omaha, and worked for State Farm Insurance in claims, agency management, and sales from 2007-2011. Zak attended Hastings College, and earned his Bachelor of Business Administration - Management

degree in 2007 from Dakota State University.

He is currently serving on the boards of the Ogallala Optimist Club and the Leadership Keith County board, and coaches for Ogallala's Youth Baseball Association and Youth Soccer Association. He is a 2016 graduate of the Leadership Keith County class. Zak is a graduate of IIAN's Innovative Leadership program, and was chosen to represent IIAN at IIABA's National Young Agent Leadership Institute this year.

Zak says: I believe in what the IIAN represents. In my two and a half years on the Independent side of the industry, I have become very involved with the Big "I" (and) I want to be part of the strategic planning process for IIAN to continue the forward-thinking initiatives already in place, and build on them for the future. I want to help the Big "I", our agencies, and our customers continue to move into the next generation of our industry. I can bring somewhat of a different perspective with a lot of my experience coming from the captive side. I believe my experience can help bring "value" to each of IIAN's strategic objectives in Government Affairs, Consumer Advocacy, Membership Growth, Professional and Workforce Development, and Association Excellence.