

INDEPENDENT INSURANCE AGENTS OF IOWA

RURAL AGENTS CONFERENCE

AIRPORT HOLIDAY INN, DES MOINES, IOWA
JANUARY 26 & 27, 2022



BIG  **IOWA**

AGENDA

Wednesday, January 26, 2022 (7 CE hours)

8:00 a.m. **Registration** - Coffee & rolls

9:00 a.m. **Welcome** - **Marty Pippett**, IIAI Rural Agents Committee Chair, will get things started! IIAI's President, **Dave Rowley**, CPCU, CIC, AU, will welcome everyone.

9:10 a.m. **State of the Ag Economy** - **Mike Naig** will discuss what path he sees our Ag Economy heading down in 2022. Secretary Naig always provides great historical information along with future predictions.

9:30 a.m. **Employment Practices** - **Jen Walker** will discuss the importance of Employment Practices Liability Insurance (EPLI) coverage.

12:00 p.m. **Lunch Time** - Get caught up with fellow agents and company friends over lunch.

12:45 p.m. **Keynote Speaker** - **Jay Miralles** - This 45-minute presentation will help give you a fresh perspective on being disciplined vs motivated. You will leave with actionable ideas to help you get over analysis paralysis, unstuck, and energized for your next challenge.

1:30 p.m. **Break** - Grab a soda and visit with friends - you'll have a lot to talk about.

1:45 p.m. Panel discussion on Derecho and claims handling. These industry leaders include **Katie Luehrsmann**, Owner - Bouslog Insurance, **Eric Ballard**, Property Claims Manager - Auto Owners and **Jed Behrens**, Property Claims Manager - IMT.

3:00 p.m. **Environmental Farm** - **Dave Dybdahl** - Understand the effects of pollution exclusions and coverage give backs in Farm Package policies. Learn how to avoid a disappointed customer with an uninsured contamination loss.

4:30 p.m. **Adjourn** - **Hospitality Rooms Open** - join us for good food, drinks and conversation!

Thursday, January 27, 2022 (3 CE hours)

7:00 a.m. - 8:15 a.m. **Breakfast**

8:30 a.m. **Farm Laws** - **Eldon McAfee** - Eldon will discuss ag nuisance, Lawsuits, environmental coverages, fence laws and many other laws. A must-see program.

10:00 a.m. **Break** - Time for a break and a cup of coffee.

10:15 a.m. **Cyber Liability** - **Sonya Townsend** will discuss the importance of having the right Cyber Liability coverage in place. A fast growing topic, you will take away great insights and information from this presentation.

12:00 p.m. **Adjourn** - Thank you for coming and have a safe trip home!

HOTEL INFORMATION

Holiday Inn Airport | 6111 Fleur Drive, Des Moines | 800-248-4013

King Bed \$99.00 | Two Queen Beds \$99.00

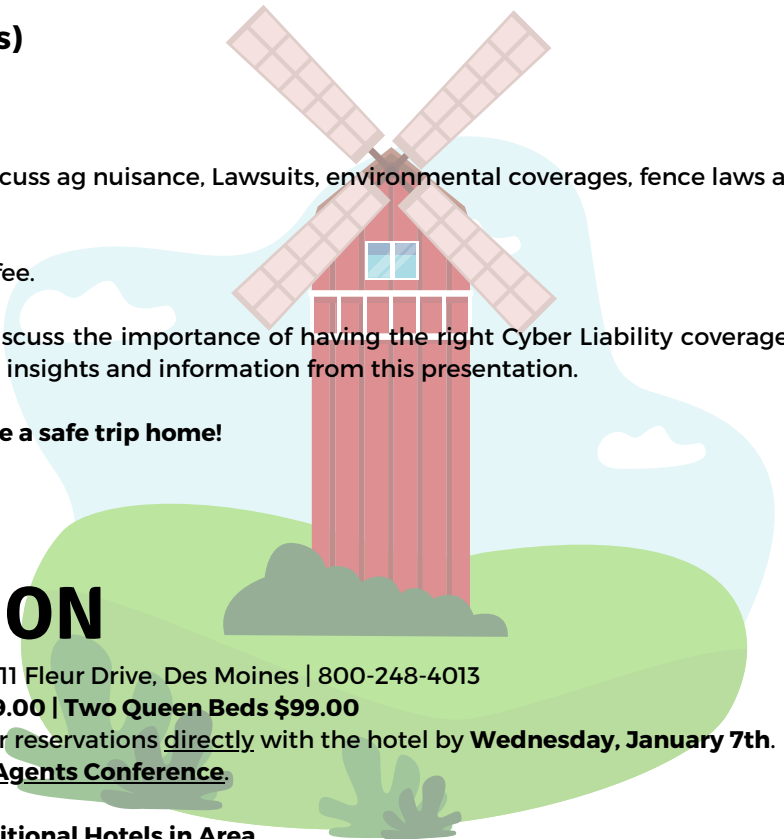
Rooms have been reserved and you must make your reservations directly with the hotel by **Wednesday, January 7th**.

REMEMBER to say you are attending the **IIAI Rural Agents Conference**.

Additional Hotels in Area

AmericInn 515-285-5180
Fairfield Inn & Suites 515-309-4444
Quality Inn & Suites 515-287-3434

Double Tree by Hilton 515-285-7777
Hampton Inn 515-287-7300
Ramada (Best Western) 515-287-6464



SPEAKER BIOS

Mike Naig - Mike was elected as the 15th Iowa Secretary of Agriculture in November 2018. As the Iowa Secretary of Agriculture, Mike is focused on expanding our markets, promoting careers in agriculture, and improving water quality and land stewardship. Mike is committed to leading efforts to expand economic opportunities for Iowans and is an advocate on behalf of the hard-working men and women who keep us fed and fueled. Mike is a graduate of Buena Vista University in Storm Lake with degrees in biology and political science.

Jennifer Walker, AIC, AIM, ALCM, ARM, CEBS, CIC, CIT, CPCU, CRM, GBA, JD, MBA - Jennifer is the founding member of the Walker Law Firm, LLC. (Iowa), the Law Office of Jennifer Walker, LLC. (Georgia) and Walker Risk Consulting, LLC. (Iowa). She practices insurance law (including coverage opinions and policy form development), plaintiff policyholder and self-insureds claim disputes, broker/agent malpractice, personal injury, criminal defense, civil rights (e.g. disability employment discrimination). In addition to being an expert witness in property & casualty insurance and consulting in insurance, she provides insurance related education and training. Jennifer began her insurance career in the Midwest, originating in Des Moines, Iowa. She worked for several insurance agencies and insurance companies. Jennifer has been a seminar and classroom instructor for almost twenty-five years.

Jay Miralles, LUTCF - Jay was born first generation in San Francisco, California, after his parents arrived in America. He watched his immigrant parents work hard to support their family. Their actions and life lessons shaped who he is today. He learned first-hand how his parents' work ethic allowed them to move from a basement in the Avenues to a middle-class suburb. As a teenager, he struggled in school with average grades and was easily bored with the norm or status quo.

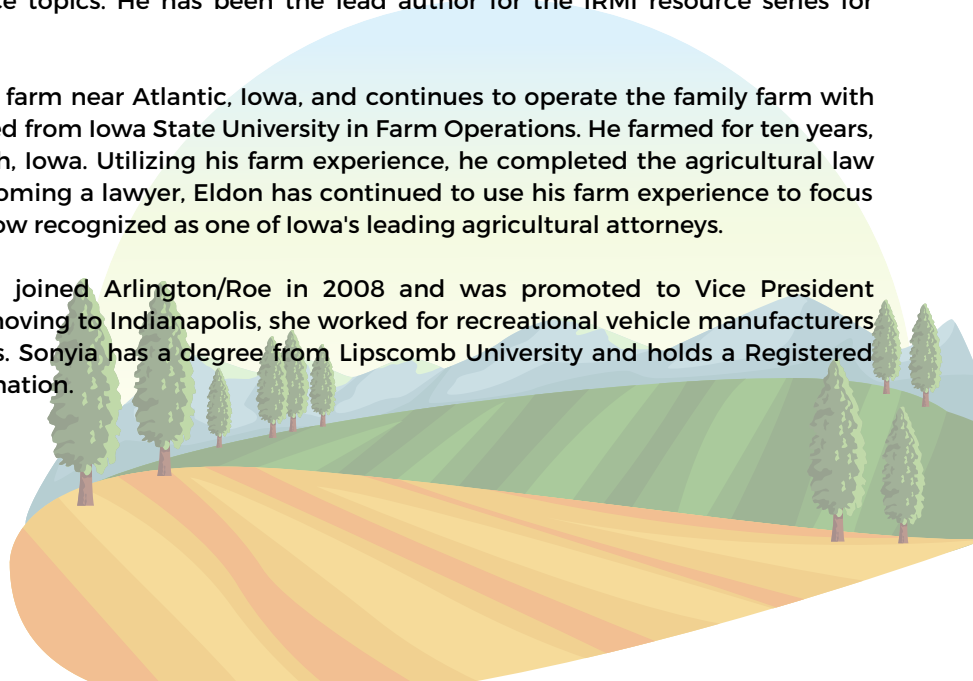
Jay questioned everything. He realized his independence was so important, he enlisted in the Air Force at the age of 17. His love for country grew rapidly, and he realized many things people take for granted. His deployment to places such as Alaska, Germany, and Saudi Arabia, and more, shaped "his perspective on how the world is connected. After ten years in the Air Force, he decided to move to Omaha, Nebraska.

Some of the early jobs that gave him valuable experience included ten years in radio, a background in information technology, and teaching at a local college. He also co-founded three professional networking organizations. Eventually, he found a niche in insurance/financial services and real estate. He quickly excelled in sales, which led to coaching and leadership positions.

Dave Dybdahl, CPCU, ARM, CIC, MBA - Dave is the founder of American Risk Management Resources Network LLC (ARMR) a wholesale environmental insurance broker. He has served as an expert witness on \$12 billion in litigated damages Environmental losses- plaintiff and defense and broker errors and omissions-defense. He been an author in over 30 textbooks on environmental insurance topics. He has been the lead author for the IRMI resource series for agribusiness.

Eldon McAfee - Eldon McAfee was raised on a farm near Atlantic, Iowa, and continues to operate the family farm with his family in a crop-share lease. Eldon graduated from Iowa State University in Farm Operations. He farmed for ten years, dairying first near Solon, then by North English, Iowa. Utilizing his farm experience, he completed the agricultural law program at Drake University in 1991. Since becoming a lawyer, Eldon has continued to use his farm experience to focus his law practice on agricultural law and he is now recognized as one of Iowa's leading agricultural attorneys.

Sonyia Townsend, RPLU, CPLP, AU - Sonyia joined Arlington/Roe in 2008 and was promoted to Vice President Professional Liability, Practice Leader. Before moving to Indianapolis, she worked for recreational vehicle manufacturers in warranty and human resource departments. Sonyia has a degree from Lipscomb University and holds a Registered Professional Liability Underwriter (RPLU) designation.



2022 RURAL AGENTS CONFERENCE

REGISTRATION

JANUARY 26 & 27, 2022
APPLIED FOR 10 CE HOURS

PLEASE COMPLETE ALL INFORMATION BELOW

MAIL TO: IIAI - 4000 WESTOWN PARKWAY, SUITE 200, WEST DES MOINES, IA 50266
OR

REGISTER ONLINE AT WWW.IIAIOWA.ORG

Agency _____

Address _____

City _____ Zip _____

Phone _____

\$114 - IIAI Members & IIAI Sponsor Affiliate Companies
\$134 - IIAI Non-Members & IIAI Non-Sponsoring Affiliate Companies

Please Register - print name as it would appear on your license.

Name _____ NPN _____ \$ _____

Name _____ NPN _____ \$ _____

Name _____ NPN _____ \$ _____

Name _____ NPN _____ \$ _____

Total Enclosed \$ _____

IIAI Cancellation & Refund Policy

There will be a \$25.00 fee for any cancellation less than 10 days prior to the Conference



IIAI Office Use Only: Date Paid: _____ Method of Payment: _____ Check #: _____