

Independent Insurance Agents of Iowa presents:

2019 Rural Agents/Small Town Agency

GAME DAY



“It takes a player to shoot a shot. But it takes a team to win a game.”

January 23 & 24, 2019

Airport Holiday Inn, 6111 Fleur Drive, Des Moines, IA

Register Online Today by visiting www.iiaiowa.org, click on Education/Events, Events, IIAI Rural Agents Conference and then Register.

Applied for 9 Hours of Insurance CEC's



**Independent
Insurance
Agents of Iowa**

AGENDA

1st Half - Wednesday, January 23, 2019

- 8:00 a.m. ***Registration** – coffee & rolls
- 9:00 a.m. **Welcome – Justin Davis – Eagle Grove** – IIAI Rural Agents/Small Town Agency Committee Chairperson will get things started! IIAI's 113th President, **Tim English, CIC** – Dyersville will welcome everyone.
- 9:10 a.m. Our guest of honor is **Insurance Commission Doug Ommen** (invited). He will update us on issues of importance to Iowans.
- 9:30 a.m. **Agriculture Economist – Ernie Goss**, Creighton University – Ernie will update everyone with the changing agriculture landscape and what we should expect going forward.
- 10:45 a.m. **Time Out** – Network with fellow Rural & Small Town Agents
- 11:00 a.m. **Farm-Ag Claim Challenge** – **Corey Rhoads & Kevin Schock of SECURA Insurance** will explain to participants the ISO farm package and CGL policies and how property and liability losses are covered or denied and why.
- 12:10 p.m. **Half Time!** – Group Lunch - get caught up with fellow agents and company friends over lunch.
- 1:00 p.m. **Keynote Speaker - Chuck Long** – Chuck will share his experiences with the Iowa Hawkeyes and life after his football career.
- 2:00 p.m. **Time Out** – Grab a soda and visit with friends. You'll have a lot to talk about.
- 2:15 p.m. **When Disaster Strikes – Disaster Planning** – **Bobby Shomo & Steve Madsen**, Shomo-Madsen Insurance – will give you some insight on what they went through to help their clients as well as others when the tornado struck Marshalltown last summer.
- 3:15 p.m. **Workers' Compensation/Workplace Safety** – **Mark Frederick, CTO & Tom West, SPHR, SHRM-SCP** of MäkuSafe– This program is designed to share a new form of technology to help gather information from the workplace to help personnel take proactive steps to improving the work environment. Mark & Tom will explain how this device will work to make the world safer through technology and data.
- 4:15 p.m. **Adjourn – Hospitality Rooms Open**

2nd Half - Thursday, January 24, 2019

- 7:00 a.m. – 8:15 a.m. **Breakfast** – Join us in the dome for breakfast.
- 8:30 a.m. **Farm Bill & Crop Insurance Forum** – **Jim Korin**, President of NAU Insurance; **Kendall Jones**, President & CEO of ProAg; **John Dalton**, Midwest Insurance Agency – Council Bluffs; **Martin Barbre**, Admin., U.S. Dept. of Ag and **Justin Davis**, Moderator. A panel discussion on the Crop Insurance Industry.
- 10:00 a.m. **Time Out** – Time for a break and a cup of coffee.
- 10:15 a.m. **Health Insurance** – **Marcie Strouse**, KHI Solutions – will update everyone on the status of the healthcare industry.
- 11:15 a.m. **Social Media** - **Catherine Lucas**, Bradshaw Fowler Law Firm will share and update us on the ever-changing world of social media.
- 12:15 p.m. **Game Over - Thank you for coming and have a safe trip home!**



COMPANY SPONSORS

A special **Thank You** to the following 2018 sponsors for their support of IIAI's Conferences & Programs:

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EMC Insurance Company
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Crop Risk Services
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Donegal Insurance
Farmers Mutual Hail Insurance Company
GuideOne Insurance
Merchants Bonding Company
Motorists Insurance Group
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SFM Mutual
State Auto Insurance
West Bend Mutual Insurance Co.
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***2019 Sponsors will be updated once received.**

ROOM RESERVATION

Hotel accommodations for this year's Conference are at:

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

King Bed \$97.00 | Two Queen Beds \$97.00

Rooms have been reserved and you must make your reservations directly with the hotel **by Wednesday, January 2nd**. REMEMBER to say you are attending the **Independent Insurance Agents Rural Agents Conference 2019.**

Additional Hotels in Area

AmericInn
Fairfield Inn & Suites
Quality Inn & Suites

515-285-5180
515-309-4444
515-287-3434

Double Tree by Hilton
Hampton Inn
Ramada (Best Western)

515-285-7777
515-287-7300
515-287-6464

REGISTRATION

2019 Rural Agents/Small Town Agency Conference

January 23 & 24, 2019

Applied for [9 Hours Insurance CECs](#)

Please fill out all information below to register by mail and send to:

IIAI – 4000 Westown Parkway, Suite 200 – West Des Moines, IA 50266

OR

Register online at www.iiaiowa.org

Agency _____
Address _____
City _____ Zip _____
Phone _____

\$114.00 – IIAI Members & IIAI Sponsor Affiliate Companies
\$149.00 – IIAI Non-Sponsoring Affiliate Companies & Non-Members

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.



***In accordance with Title III of the Americans with Disabilities Act, we invite all registrants to advise us of any disability and any requests for accommodations to that disability. Please submit your request as far as possible in advance of the program you wish to attend. If you have any questions, please call 800-272-9312 or 515-223-6060.

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