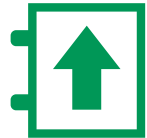




SUCCESS
starts here for
small agencies

March 21-22, 2019
HOLIDAY INN, COLUMBIA



SMALL AGENCY CONFERENCE

www.missouriagent.org



Register online at:
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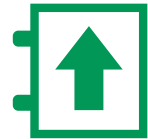


SMALL AGENCY CONFERENCE

www.moagent.org/sac



March 21-22, 2019
HOLIDAY INN, COLUMBIA



March 21-22, Holiday Inn, Columbia



Registration does not include hotel. Hotel accommodations should be made with Holiday Inn, 2200 I-70 Drive SW, Columbia, Mo., 573-445-8531. MAIA has a room rate of \$102.95 per room per night for reservations made by Feb. 19, 2019. After this date, the rate cannot be guaranteed. Specify you are with the MAIA Small Agency Conference. NOTE: Accommodations are on a space-available basis, so be sure to make reservations early.

Investment



Conference: Registration fee covers all meals and sessions and the company reception and trade show. It does not include the E&O Seminar or Crawfish Feast.

E&O Seminar Discount (MEMBERS ONLY): \$80 if at least one person from your agency is registered for the Small Agency Conference.

E&O Seminar Only: \$100 (members not registered for conference) by Feb. 20, 2019 and \$120 after Feb. 20; \$200 (non-members).

E&O Seminar



E&O: Roadmap to Policy Analysis
Note: The E&O seminar is being held Wednesday at the Holiday Inn in Columbia. Lunch is on your own.

Approved for 6 ethics CE credits in Mo. and Kan. Qualifies for Westport/Swiss Re and Allianz loss-control credits and satisfies Utica's underwriting requirements.

Crawfish Feast



While not an official part of the Small Agency Conference, the Crawfish Feast has become a pre-conference tradition. The feast is sponsored by the NExT Committee and held Wed., March 20, at the Knights of Columbus building, 2525 N. Stadium, 1.25 miles north of Holiday Inn. Take advantage of the complimentary shuttle to and from the hotel. \$20 for members if purchased in advance; \$25 for non-members or at the door.

OVERVIEW

If your agency is small to mid-sized and is looking for education and networking opportunities, this is the conference for you! This conference is a benefit to everyone in the agency, including owners, principals, agency managers, producers and CSRs.

AGENDA

Wednesday 20

Optional Activities

- 10 – 5 | E&O Loss Control Seminar
John Dismukes
Approved for 6 ethics CE credits in Mo. and Kan.
- 5 – 7:30 | Crawfish Feast
Knights of Columbus

Thursday 21

CE & Networking

- 9 – 10 | Keynote: Creating High Performance in Sales
Glenn Bill, Amazon No.1 Best-Seller
- 10:15 – 11:15 | Agency Perpetuation
John Dismukes
Approved for 1 p-c CE credit in Mo. and Kan.
- 11:30 – 12:30 | Food for Thought Luncheon
Speaker TBD
- 12:45 – 2:30 | Monetize Everything - Insuring Your Side Hustle
Kevin Amrhein
Approved for 2 p-c CE credits in Mo. and Kan.
- CONCURRENT SESSIONS
Certificates of Insurance and Additional Insureds
John Dismukes
Approved for 2 p-c CE credits in Mo. and Kan.
Agency Management Systems Panel
Panelists TBD
- 2:45 – 4:30 | Repeat Concurrent Sessions
- 4:30 – 7:30 | Company Reception/Trade Show

Friday 22

Select one session to attend

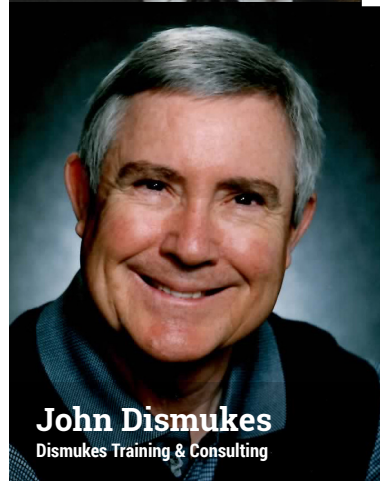
- 8:30 – 11:30 | On Ethics: Data, Dilemmas and Knuckleheads
Kevin Amrhein
Approved for 3 ethics CE credits in Mo. and Kan.
- Armed Intruder Response
Chad Stiefferman



Glenn Bill
High-Performance Attitude Speaker



Kevin Amrhein
Florida Insurance School of Continuing Education



John Dismukes
Dismukes Training & Consulting



Chad Stiefferman
Advanced Tactical

FEATURED SPEAKERS

Why Should You Attend?

- Up to eight CE credits, or a total of 14 if you attend the optional E&O Seminar
- Information and education presented with the small agency in mind
- Huge trade show featuring more than 90 companies, wholesalers and vendors
- Unparalleled networking with more than 350 other agents and more than 200 company individuals
- Optional E&O seminar (Wed., March 20) that qualifies for loss-control credits with Westport/Swiss Re, Allianz and Utica

JOIN US!



"It was a very nice conference. Lots of opportunities to meet new people!" - 2018 Survey Respondent

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