

VIRTUAL SMALL AGENCY CONFERENCE

MARCH 18 - 19, 2021

- VIRTUAL TRADE SHOW
- UP TO 9 CE CREDITS FILED/PENDING
(12 W/ E&O SEMINAR)
- VIRTUAL NETWORKING



SMALL AGENCY
CONFERENCE

SMALL AGENCY CONFERENCE

MAIA presents an innovative, engaging and fun **Virtual Small Agency Conference** for all agencies. This conference is designed to benefit EVERYONE in your agency and without the added expense of travel costs, now everyone can attend!

We're offering an opportunity to gather on our NEW virtual platform. This platform offers many of the same opportunities we know you love from our in-person conferences but in a NEW way.

All-in-one, easy-to-use platform

Everything you need in one place

Digital Passport and win prizes

Collect points during the conference for the opportunity to claim prizes

VIRTUAL Trade Show

One-on-one text or video chat (includes screen-sharing) with company reps

Interactive and engaging sessions

Not your average webinar - CE credits too

Public chat for all



SCHEDULE OF EVENTS

WEDNESDAY, MARCH 17

1-4 PM

E&O ROADMAP TO CYBER AND PRIVACY INSURANCE

ANGIE HEAVENER, CIC, CPIA

Approved for 3 ethics CE credits in Mo. and Kan.

This course is designed to help insurance agents and brokers prevent E&O claims that result when a client discovers that his or her cyber exposures were not adequately addressed by insurance or other risk management measures.

4-5 PM

YOUNG AGENTS HAPPY HOUR

THURSDAY, MARCH 18

9-11 AM

BUSINESS INCOME COVERAGE: COVID & BEYOND

CHRIS BOGGS

Approved for 2 p-c CE credits in Mo. and Kan.

We cover a lot of ground in this session – eight topics to be exact. But when we are through, how business income responds or doesn't respond to COVID-19 losses will be thoroughly understood.

11-11:30 AM

HOT TOPICS PANEL

Industry professionals discuss marketing and technology in a COVID world.

11:30 AM - 1 PM

TRADE SHOW OPENS

1-3 PM

THE HARD TRUTH ABOUT ETHICS

ANGIE HEAVENER, CIC, CPIA

Approved for 2 ethics CE credits in Mo. and Kan.

Let's start with what Ethics is not. Ethics is not E&O – there could be an E&O risk even when acting ethically. Most of us believe we know what "the right thing" is until we hit a sticky problem which makes us think more deeply about our guiding values. Laws impose a sense of societal decency and order. Although the law helps to some degree sometimes

it doesn't go far enough to lead us to that ethical decision. These items and practical solutions will be the center of focus in this program.

3-5 PM

TRADE SHOW CONTINUES

FRIDAY, MARCH 19

8-10 AM

HOMEOWNERS POLICY SHARING EXPOSURES

SAM BENNETT, CIC, AFIS, CRIS, CPIA

Approved for 2 p-c CE credits in Mo. and Kan.

The "sharing economy" has exploded around us. In addition to our clients sharing their homes and its personal property, they are also making their autos, recreational vehicles and watercraft available to others. This presentation will focus on the most commonly used ISO personal lines coverage forms that we use to protect our clients. The homeowners, personal auto and watercraft coverage forms will be reviewed in order to discover any coverage gaps that may exist. Whether our clients are providing the service or using the service, underwriting and coverage issues abound.

10 AM - 12 PM

WE CALL IT "CANNABIS" NOW

RICK PITTS

Approved for 2 p-c CE credits in Mo. and Kan.

This class is designed to be an introduction to the insurance issues related to national changes in marijuana possession and use laws. The course has a particular emphasis on examining the commercial risks, but also addresses the personal lines or / homeowner's insurance issues. Also, while the first part of the course is an examination of the ways in which law and risks are changing, part of the second portion of the course is an interactive, case-study examination of the coverage issues that already exist and have been decided in other states.

12-1 PM

LEGISLATIVE UPDATE

MATT BARTON

Approved for 1 ethics CE credit in Mo. and Kan.

Get the latest on legislation in Missouri and how it affects you.

REGISTRATION

Organization Name _____ Phone _____

Address _____ City/State/Zip _____

Full Name	E-mail	D-O-B	1st time attendee	Ind. Reg.	E&O Seminar	Young Agents Happy Hour	Home State for CE filing
1. _____	_____	__/__/__	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Kan. <input type="checkbox"/> Mo.
Title _____ Select one: <input type="checkbox"/> Principal/Owner <input type="checkbox"/> Agency Manager <input type="checkbox"/> Producer <input type="checkbox"/> Acct. Manager <input type="checkbox"/> CSR <input type="checkbox"/> IT <input type="checkbox"/> Co. Rep.							
2. _____	_____	__/__/__	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Kan. <input type="checkbox"/> Mo.
Title _____ Select one: <input type="checkbox"/> Principal/Owner <input type="checkbox"/> Agency Manager <input type="checkbox"/> Producer <input type="checkbox"/> Acct. Manager <input type="checkbox"/> CSR <input type="checkbox"/> IT <input type="checkbox"/> Co. Rep.							
3. _____	_____	__/__/__	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Kan. <input type="checkbox"/> Mo.
Title _____ Select one: <input type="checkbox"/> Principal/Owner <input type="checkbox"/> Agency Manager <input type="checkbox"/> Producer <input type="checkbox"/> Acct. Manager <input type="checkbox"/> CSR <input type="checkbox"/> IT <input type="checkbox"/> Co. Rep.							

Registration	Qty	Member	Non-Member	Total
Individual Registration (Thurs.-Fri.): Includes individual access to education sessions, digital materials and trade show. Does not include E&O Seminar. Attendees will receive an email with more information regarding access to the virtual platform.		\$75	\$135	\$
Please indicate your home state for CE filing purposes: <input type="checkbox"/> Missouri <input type="checkbox"/> Kansas				
Optional Items	Qty	Member	Non-Member	Total
Errors & Omissions Seminar (Wed., March 17, Online)		\$50	\$75	\$
Young Agents Happy Hour (Wed., March 17, Online) (Only open to Small Agency Conference attendees and exhibitors)		FREE	FREE	FREE
Please send payment with your registration.		Total Amount Enclosed		\$ _____

Payment: Check enclosed or VISA MC AmEx Discover Card # _____
 Exp. Date _____ Card Verification Code _____ Cardholder Signature _____
 Billing Address _____

Please make checks payable to: Missouri Association of Insurance Agents, 3315 Emerald Lane, Jefferson City, MO 65109.

Cancellation Policy: You will receive a 90% refund if cancellation is received in writing on or before March 10, 2021; no refund given if you do not notify us before March 11, 2021. Note: There is a different cancellation policy for exhibit booths that can be found at www.moagent.org/SAC.

Attention Exhibitors: Please register using the "Exhibitor Registration Form" found at www.moagent.org/SAC.

3 WAYS TO REGISTER

ONLINE

Use the fast online registration at www.moagent.org/SAC

FAX

Complete form and fax to 573-893-3708

MAIL

Complete the form and mail with payment to:
 MAIA 3315 Emerald Lane Jefferson City, MO 65109



Questions? Visit www.moagent.org, call 573-893-4301 or email maia@moagent.org.