



Missouri Association of Insurance Agents
3315 Emerald Lane
Jefferson City, MO 65109

SMALL AGENCY CONFERENCE

Success starts
here for Missouri
agencies.

MARCH
30-31
2023

If you are looking for quality continuing education, networking opportunities and a regionally recognized trade show, this is the conference for you!

The Small Agency Conference is a benefit to everyone in the agency, including owners, principals, agency managers, producers and CSRs.





SMALL AGENCY CONFERENCE



HOTEL

MAIA has a contracted room rate of \$108.95/night for a guest room as long as reservations are made by March 7, 2023. After March 7, 2023, the hotel will release all unreserved rooms.

PLANNING COMMITTEE

Chair, Tami Mills, Mills & Sons, Clinton
Vickie Goodin, Risk Placement Services, Springfield
Omar Guerra, Allstar Financial Group, Inc., Leawood, Kan.

David Hall, Ozark Hills Insurance, West Plains
Keith Inman, Inman Insurance, Salem
Nick Layman, Smart Insurance Agency, Marionville
Gary Mesler, Crawford-Butz & Assoc., St. Louis
Ryan Sanders, Rich & Cartmill, Ozark
Colt Atwood, Specialty Risk Mgmt., Carthage

Jennifer Becker

Jennifer Becker is senior director of agent development, research and education for the Independent Insurance Agents and Brokers of America, Inc. (Big "I"). She leads the national association's efforts to provide education and research support to its state associations and member agencies.



Amie Haar

Amie Haar is the founder of Emerge, Consulting based in Stillwater, Oklahoma. Amie is passionate about many things, including her faith, her family, the power of a good belly laugh, and the way in which the world can thrive by means of education (especially when it comes to ourselves!).

SPEAKERS



Dan Meers

Mascot, Motivational Speaker, Author and Family Man

Dan Meers has been KC Wolf, the mascot of the Kansas City Chiefs, for more than 30 years. In 2006 he was selected as the first NFL mascot inducted into the Mascot Hall of Fame. Dan travels throughout the United States and the world entertaining thousands of people both in and out of costume. He has performed in over 40 states and 12 different countries.

He is in high demand not only as a mascot but also as a humorous and motivational speaker to audiences of all

ages. His enthusiasm, optimism and love for life are contagious and make Dan an inspiration to all those he meets.

Be it young or old, executive or blue collar, his audiences walk away with a smile and a renewed spirit to live life to the fullest. Whether you're a Kansas City Chiefs fan or not, you'll enjoy Dan Meers as he shares his unique wit and wisdom about life.



Jim Scarborough

Jim has been with Swiss Re for eight years as a senior underwriter, during which time he has engaged in multiple programs offered by the team, including the admitted preferred program, non-admitted primary, and the alliance product. He is currently the underwriter assigned to MAIA and has been for seven years. Prior to joining Swiss Re he was a wholesale broker for 12 years focusing on large commercial property placements. He is based in Kansas City.

Charlie Matejowsky

Charlie Matejowsky, CIC, LUTCF, is vice president of financial services for Van Dyke, Rankin & Co. Inc. He joined the firm as a personal and commercial lines producer. He works almost exclusively on the life and financial services side of the business. As a "retirement repairman" he serves both individual and group clients.



Casey Roberts

When Casey started as an insurance agent with a direct writer in 1976, he never contemplated arriving where he is today. Since that time, he has worked as a personal lines and commercial lines producer and sales manager, insurance consultant, continuing education teacher and provider as well as a sales management trainer, consultant and expert witness.

WAYS TO REGISTER



Scan this QR code to access the online registration.



Complete the form below and mail with payment to:

MAIA
3315 Emerald Lane
Jefferson City, MO
65109

Organization Name _____ Phone _____

Address _____ City/State/Zip _____

Full Name	1st time attendee	Full Reg.	Spouse Reg.	Exhibitor Reg.	E&O Seminar	Crawfish Feast	Trade Show Only	Dan Meers' Book #1	Dan Meers' Book #2
1. _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Email _____	D.O.B. / /								
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"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Email _____	D.O.B. / /								
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								

Full Registration Options	Qty	Member		Non-Member	Total
		By Mar. 1	After Mar. 1		
Full Registration - Electronic book of materials in advance: Includes education sessions, meals & social functions listed on the conference agenda. <i>Does not include E&O Seminar or Crawfish Feast.</i>		\$160	\$190	\$320	\$
Full Registration - Physical book of materials onsite: Includes education sessions, meals & social functions listed on the conference agenda. <i>Does not include E&O Seminar or Crawfish Feast.</i>		\$170	\$200	\$330	\$
Spouse Registration: Includes education sessions, meals & social functions listed on the conference agenda. <i>Does not include E&O Seminar or Crawfish Feast.</i>		\$75	\$90	N/A	\$
Exhibitor Registration Options	Qty	Member		Non-Member	Total
		By Mar. 1	After Mar. 1		
Exhibit Booth: Each individual must purchase a registration option below.		\$500	\$600	\$750	
Exhibitor Registration: Available to those with exhibit booth ONLY. Includes Thurs. lunch, trade show, and reception with food and beverage.		\$105	\$125	\$210	\$
Optional Items	Qty	Member		Non-Member	Total
		By Mar. 14	After Mar. 14		
Errors & Omissions Seminar (Wed., March 29, Holiday Inn, Columbia, 1-4 PM)		\$80	\$95	\$160	\$
Crawfish Feast (Wed., March 29, Columbia Knights of Columbus, 5-7:30 PM) <i>If purchased at door, cost is \$35 each. Must be 21 to attend.</i>		\$30		\$35	\$
Trade Show Only (Thurs., March 30, 4:30-7:30 PM) Available to retail agency members ONLY.		\$65		N/A	\$
"Wolves Can't Fly" by Dan Meers Book signing immediately following keynote address on Thurs., March 30		\$12			\$
"Mascot on a Mission" by Dan Meers Book signing immediately following keynote address on Thurs., March 30		\$12			\$

Please send payment with this 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.

WEDNESDAY, MARCH 29

E&O Mock Trial: Bushwood Country Club vs. Danny Noonan's No Risk Insurance Agency 1-4 PM

Ty Webb, a local businessman and longtime friend of Danny Noonan, is purchasing a golf course and country club, Bushwood Country Club. Danny places coverage based on the prior policy. Four years after the purchase a fire ensues and burns down the country club. Between the time of the purchase and the fire, Webb has subleased the golf cart, pro shop and snack bar vending to Al Czervik, and also added a banquet room. Webb has a total loss of the building, his contents and Al Czervik's contents in the sum of \$3,875,000. The insurance company pays him \$500,000 for the building, and \$250,000 for his contents leaving an uninsured loss of \$3,125,000. Webb makes a claim against Noonan for this amount.

Speaker: Jim Scarborough, Approved for 3 ethics CE credits in Mo. and Kan.

Crawfish Feast 5-7:30 PM

The Crawfish Feast, sponsored by the Young Agents Committee, has become a pre-conference tradition. In addition to crawfish, the menu includes pulled pork, bacon-wrapped chicken and sides! The complimentary shuttle will transport you to and from the hotel and the Knights of Columbus building, 2525 N. Stadium in Columbia.

THURSDAY, MARCH 30

Registration Opens & Breakfast Served 7:30-8:30 AM

Introduction to Parametric Insurance and How it Works 8-9 AM

This is a brief introduction to the considerations of parametric coverages. Topics covered: What parametric insurance is, how it works and some examples of parametric coverage available in today's market.

Speaker: Casey Roberts, ACSR, AFIS, CIC, Approved for 1 general CE credit in Mo. and Kan.

Keynote: Courageous Leadership - Living a Life of Influence 9:15-10:15 AM

*On Nov. 23, 2013, Dan Meers came within inches of losing his life while practicing a bungee jump and zip line stunt at Arrowhead Stadium, home of the Kansas City Chiefs. What Dan anticipated being the thrill of a lifetime ended up being the spill of a lifetime. During this powerful presentation Dan shares his incredible story and the important lessons that he learned about leadership and life during his long road to recovery. **Book signing to follow.** Speaker: Dan Meers, KC Wolf*

Conferment Luncheon 11 AM-12 PM

All registered attendees are invited to attend this luncheon where we celebrate our members who obtained their CIC, CISR and CISR Elite designations in 2022.

Concurrent Breakout Sessions 12:30-2:15 PM

ISO Commercial Changes, Recent & Otherwise - Casey Roberts, ACSR, AFIS, CIC

Keep the Best, Lose the Rest - Amie Haar

The Greatest Insurance Product Ever Created - Charlie Matejowsky, CIC, LUTCF

Repeat Concurrent Breakout Sessions 2:30-4:15 PM

Company Reception/Trade Show 4:30-7:30 PM

With more than 90 exhibitors expected, the trade show will provide more information, knowledge and business opportunities for Missouri agencies than you'll find anywhere else. This is an outstanding opportunity to network with other agents, to establish or strengthen company relationships, and to find out what the excess and surplus lines market has to offer. Watch our website for an up-to-date list of exhibitors.

Hospitality Crawl FOLLOWING THE TRADE SHOW

Continue networking with various vendors after the trade show by visiting their hospitality suite.

FRIDAY, MARCH 31

Breakfast & Breakout Sessions 8:30-11 AM

Big "I" Hires and Other Big "I" Resources

Take a deep dive into the services Big "I" Hires offers, including assessments, recruiting, DIY kits, onboarding, sales reluctance training and HR. We will also cover other valuable Big "I" resources you may not be utilizing, including Virtual University's articles, webinars and Ask An Expert service; Best Practices' benchmarks, data and metrics for agency growth; and the latest updates on Agents Council for Technology, Invest, diversity and young agents.

Speaker: Jennifer Becker

Trends, Risks & Disruptors

If it is true that the only thing that is constant is "change," then this class will focus on multiple sectors of "change" within the insurance industry - and outside it as well - that will probably drive (or at the very least, require) insurance responses going forward. We'll look at some of these "disruptors" to insurance in the not-so-distant future. The topics covered will include how the on-demand/access economy continues to grow and challenge insurance coverages, as well as how autonomous vehicles of all sorts, robotics, wearables and 3D printers challenge insurers.

Speaker: Casey Roberts, ACSR, AFIS, CIC, Approved for 2 general CE credits in Mo. and Kan.

CONCURRENT SESSIONS

ISO Commercial Changes, Recent & Otherwise

One thing that we as insurance agents and brokers can always rely on is that ISO will make changes to their policy forms. This class will address many of these recent changes and newer endorsements and how they affect coverage. As with any coverage change, the devil is in the details. We will look at those details, and more.

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

Keep the Best, Lose the Rest

The COVID pandemic has left us with many things...quick changes and pivoting, more dependence on technology for communication, uncertainty, and decision fatigue like we've never experienced before.

What if it has also left us with the ability to think differently? To challenge the way we go about our day-to-day lives? To practice empathy and compassion at a deeper level? To build upon foundational communication and trust? And to take what we have learned during these extremely difficult times and apply this newfound knowledge to dig in and see how it could benefit the ever-changing workforce?

In this interactive session, individuals will uncover the characteristics of a true leader (no matter their title!), and will have the opportunity to think about and share the things that worked well prior to 2020, during, and currently, and the things that didn't. Topics such as hybrid schedules and workspaces, multi-generational workforce, leading through change, and more will be laid out on the table to discuss and discover...as we keep the best, and lose the rest!

The Greatest Insurance Product Ever Created

In today's insurance marketplace there are all sorts of products that have been created for the benefit of people and businesses. One that is so important, in fact, the greatest insurance product ever created, is life insurance. Life insurance protects families and businesses, it provides benefits in a tax-preferred way that no other product can do, and it has been that way for over 100 years. This presentation will center on the history of life insurance, the types of life insurance, and the uses of life insurance. This course will help both personally and professionally.

Approved for 2 L-h CE credits in Mo. and Kan.

