

“High Rollers” Registration - Return w/payment to PIA, 103 SE 10th Ave. Topeka, KS 66612



Name(s) _____

Please indicate below how many will attend each session:

Wed: _____ Oldtown Reception _____ Dinner (*optional*)

Thurs: _____ CPIA 1 (all day) or _____ Business Continuation
 _____ Lunch (included) _____ Dinner (incl w/FULL registration)
 _____ Ethics & _____ E&O

Fri: _____ Industry Update _____ Ethics _____ Water Damage

Agency/Company _____

City _____

Phone _____

Fax _____

Email _____

Registration Fees: Member / Non-Member

Full Registration \$100 / \$200

Thursday Only \$ 70 / \$140

Friday only \$ 40 / \$ 80

Golf Tournament \$ 80 / \$125

Spouse (*unlicensed*) \$ 50 / \$ 80

Total Enclosed \$ _____

To pay by MC/VISA call PIA at 800-836-7387

****Need to Know****

Reservations: Hotel at Oldtown, 830 E First Street in Wichita. For reservations call **877-265-3869** and mention **KPIA**. Our room block, \$118 (Queen), \$128 (King) expires August 1st. Reservations include free hot breakfast buffet, parking, and Internet.

Full Registration: includes Reception (Wed) and all meals/events, breaks, CE sessions, and class materials (Thurs/Fri).

Thursday or Friday Only: includes breaks/meals, CE sessions and class materials for that one day only.

The **Certified Professional Insurance Agent** (CPIA) designation is comprised of a series of *Insurance Success Seminars*. These three, one-day workshops teach practical "before", "during", and "after" the sale techniques for insurance producers, sales managers, account managers and company marketing representatives. No testing is required. To conclude the Wichita series, CPIA 2 will be held in Sept and CPIA 3 in October, dates to be announced.

Continuing Education: CE Class only registrations are welcome. Call the PIA office for single class registration fees.

Golf Tournament: Crestview Country Club, 1000 N 127th Street East. Please complete the separate golf form when registering.

Loss Control Credit Guidelines: Utica Policyholders: To receive the Loss Control Credit the following number of staff need to attend.

Staff Size: 1-3 Principal or CSR 4-10 Principal and CSR 11-20 Principal and 2 CSRs 21+ 20% of Staff

Liberty Mutual Policyholders: Loss Control Credit is based on number of staff in attendance.

5% for 5% to 10% of staff in attendance 8% for 11% to 50% of staff in attendance 10% for 51% or more of staff in attendance

Questions: Call PIA at 785-232-4143, Toll Free at 800-836-7387, or pia@pia.kscoxmail.com.

Kansas Association of Professional Insurance Agents, Inc.



“HIGH ROLLERS”

CONVENTION

August 23-24, 2012

**Oldtown Conference Center
Wichita**



Wed. Aug 22nd

5:30 – 6:30 pm

Welcome to Oldtown Reception



7:00 pm

Dinner, Stearmanfield in Benton
(optional)

Thur. Aug 23rd

8:00 am

PIA Golf Tournament, Crestview Country Club, 1000 N 127th Street East

8:30 am –

4:00 pm

7 hrs PC



“Position for Success” CPIA 1

by Morris “MO” Greenwood, LUTCF, CPIA, Insurance Group of Junction City

Improves Your ODDS! Learn to Know YOURSELF & the Organization You Represent - Know your INDUSTRY - Know your Partners - Know your RESOURCES - Identify your MARKETS - Identify Underwriting Concerns - DELIVER Your Message... and then TAKE ACTION – Use what you learned. For more information on CPIA see the “Need to Know” section on the reverse side.

8:30 – 10:30 am

2 hrs Gen

“Business Continuation after Loss”

by LeAnn Michalski, LUTCF, ACM, Shaffer Insurance Training, Wichita

Don't GAMBLE as a business owner! Review Various Life/Health & Property/Casualty coverages that allow business to continue to operate after suffering loss.



10:45 – 11:45 am

1 hr Ethics

“It’s a Case of Ethics”

by LeAnn Michalski, LUTCF, ACM, Shaffer Insurance Training

A ROULETTE of case studies on ethical practices in life/health & property/casualty insurance.

Noon – 1:00 pm

Lunch (included in registration fees for all Thursday classes)

1:00 – 4:00 pm

3 hrs Gen

“Causes & Consequences”

by Mary LaPorte, CPCU, CIC, LIC, CPIA, LaPorte Consulting of Martin, MI

Should you take a CHANCE on whether you might have an E&O claim? This CE class will help you identify areas of Errors & Omissions RISK and help you to balance the ODDS in your favor! The class concludes with a mock E&O trial, and you get to help determine the outcome of the agent who is being sued for an E&O claim. Educational.....enlightening.....entertaining! This is a great way to increase E&O awareness in your agency and come out a WINNER!

Please see the “Need to Know” section for attendance requirements to obtain the E&O loss control credit.

4:00 – 7:00 pm

Try your LUCK during ‘A NIGHT IN GOOD COMPANY’

Join our exhibitors/sponsors on the exhibit floor for some gambling fun (free to all attendees) from 4:00 – 6:00 pm.



Derby Knights of Columbus Casino Crew will be our host for this event. Class participants will be assigned to a SUIT (team) and provided gambling money to try their luck at the many gambling tables that will be on hand immediately following class. Be the 1st, 2nd, & 3rd place SUIT to maximize your money and WIN team prizes!

A buffet dinner will follow from 6:30-7:30 pm.

Fri. Aug 24th

8:00 – 10:00 am

WINNERS Breakfast with Exhibitors & Door Prize Drawings

PIA Annual Business Meeting

Insurance Industry Update

PIA President Charles ‘Chuck’ Simpson, PIA Lobbyist Troy Findley and Assistant Insurance Commissioner Bob Tomlinson



1 hr Gen

10:00 – 11:00 am

1 hr Ethics

“Ethics & Broken Windows” by Jerry E. Winkley, ServiceMaster Clean In A Wink, Wichita

Shows the impact we have for good in the live of those we insure and serve by using the broken window syndrome.

11:00 am – Noon

1 hr PC

“Finding Pre-Existing Water Damage” by Jerry E. Winkley, ServiceMaster Clean In A Wink

Learn to identify quick and easy signs to indicate prior water damage and losses, especially un-restored damage.

Adjourn