

PIA brings the annual convention free of charge to our members thanks to the Continuous and Generous Support of our Partners In Action.

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**Hotel at Old Town, 830 E First St N in Wichita. Room Reservations call 316.267.4800**

**Room Block Expires October 11, 2021. Mention "PIA"** to secure our room rates \$119 Queen/\$129 King or Double/\$189 One Bedroom Suite. **Reservations include Free wireless Internet access and Free Parking Garage.**

While we are certainly hoping that the impacts of COVID begin trending downward in the remaining weeks until our convention, there are a few measures we plan to implement to encourage additional registrations and maximize the business opportunities for all attendees. Our plans for the meeting will evolve if conditions, local/national mandates, or hotel requirements change prior to the convention. We are working closely with our meeting planners to design a meeting that allows us to gather in the safest manner possible and where individuals can feel free to take precautions that allow them to feel comfortable attending.

- **For events where social distancing would be difficult, we will strongly encourage masking. This would include general sessions, workshops, and registration areas.**
- For events where physical distancing is possible, masks will be discretionary. This will include all networking events, meals, and receptions as we have doubled the size of the space typically used for these functions.
- Masking at individual meetings will be left to the discretion of the participants. **However, if you have not been vaccinated against COVID-19 we are asking masks to be worn while indoors.**

We are fortunate enough to be a group where many of us know each other. Accommodating friends, business partners and new members with varying levels of comfort returning to in person meetings will be the key to our success.



**October 27 & 28, 2021**  
**Hotel at Old Town in Wichita**

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**WEDNESDAY OF CONVENTION**

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9:30-10:20 am  
1 hr GEN

**Google My Business:** A course designed to educate our members on the proper way to set up and optimize a Google My Business Listing for free

10:40-11:30 am  
1 hr Ethics

**Ethics in Insurance:** Discuss the Ethical Behavior of Insurance Professionals

11:30 am-1:00 pm  
**LUNCH BREAK**

**Exhibits Open** – Come meet your Convention Exhibitors & Sponsors as they make this event possible!

1:00-4:00 pm  
3 hrs GEN

## **Managing E&O Risk In Today's Independent Insurance Agency**

This *Utica approved* presentation will address the exposures routinely encountered by today's Independent Insurance Agent. The hectic pace required of today's agent as well as the elevated expectations of our clients routinely puts us in a precarious position as to the opportunity for E&O allegations. Technology can be a useful tool, but brings its own challenges. We are always concerned about emerging risks – as well we should be – but the seemingly simple day-to-day processes we undertake are also fraught with opportunities for mistakes. Consistency is the 'name of the game' in our pursuit of managing E&O uncertainty

4:00 pm-  
6:30 pm

## **FALL FESTIVAL WITH FABULOUS FOOD, FUN & FRIENDS!**

Exhibits are open while we enjoy some time outdoors to reconnect before dinner. *We've missed you!*  
*Enjoy a game of ping-pong, shuffleboard, corn-hole, putting green, beer-garden and more!*



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**THURSDAY OF CONVENTION**

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7:30 am  
8:30-9:30 am  
1 hr GEN

**Breakfast with our Exhibitors & Sponsors – Last chance to visit Exhibits!**

**Annual Business Meeting with the Kansas Insurance Department**

**SB 37: "Here's What You Need to Know"**

**Lee Modesitt, Director of Government Affairs & Communication, Kansas Insurance Department**

An overview and updates on the implementation of SB 37. Phase one was completed in July. Phase two, which directly impacts you as an agent, will be completed by January 2022. This is a terrific opportunity to hear about why these changes are coming and get your questions answered.

9:30-11:30 am  
2 hrs GEN

**Cyber Anatomy:** Cyber is one of the hottest topics of the pandemic. We will touch on types of risks, policy coverages, breach plans, examples, and staff training

11:30 am-  
12:20 pm  
1 hr Gen

**Facebook and Instagram like a Pro**

A course designed to educate our members on using Facebook & Instagram to educate/inform your clients, compliance with carriers and E&O risk

12:40-1:30 pm  
1 hr Ethics

**Ethics as you Eat (Working Lunch)**

Grab a sandwich and Grab a seat!

1:30-3:30 pm  
2 hrs PC

**Workers' Comp 101:** Class will cover Self-Insured Groups vs. Standard Market Carriers; the Underwriting & Claims Processes; Loss Control; and a Case Law Update.



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**CONVENTION REGISTRATION • PIA MEMBERS FREE Non-Member/\$50 per person per day or \$75 both days**

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Please "X" the Courses and Meal Events you plan to attend.

Wednesday: \_\_\_ Google \_\_\_ Ethics \_\_\_ Lunch \_\_\_ E&O \_\_\_ Dinner

Thursday: \_\_\_ Breakfast/ABM \_\_\_ Cyber \_\_\_ Facebook & Instagram \_\_\_ Eat & Ethics \_\_\_ WC

Name \_\_\_\_\_ NPN \_\_\_\_\_ Phone \_\_\_\_\_

Agency/Company \_\_\_\_\_ E-mail \_\_\_\_\_

Address/City/State/Zip \_\_\_\_\_



**DEADLINE TO REGISTER FOR FREE IS OCTOBER 13<sup>th</sup> / OCTOBER 14<sup>th</sup> and after is \$50 per person**

Return to: [office@kansaspia.org](mailto:office@kansaspia.org) • FAX 785.232.0272 • PIA, 216 SW 7<sup>th</sup>, Topeka KS 66603

**Questions? Call 785.232.4143 or [trina@kansaspia.org](mailto:trina@kansaspia.org)**