



PIA is headed South for Convention

# TAKE A VACA WITH PIA

17 HOURS OF FREE CE!

June 6-8, 2018

Hyatt Regency – Wichita



[www.wichitariverfest.com](http://www.wichitariverfest.com)

## WEDNESDAY – JUNE 6<sup>th</sup>

8:30am- Implement for Success (CPIA 2) 7PC  
4:30pm Lorie Estelle, Capitol Premium Finance



Utica approved Loss Control Course  
CPIA course requires a separate registration & fee.

9:00am- JUST THE FACTS - Flood Certification Course  
Noon Become NFIP & Flood Insurance Savvy  
Teri Calvin, ANFI, Nat'l Flood Service 3PC

- › Coverages, Policies, General Rules, Exclusions, Deductibles, Facts to Know
- › Flood Maps, Elevation Certificates



- › Condominiums
- › Flood Insurance Reform Acts
- › Claims and E & O Discussions

Noon LUNCH break (on your own)

1:00pm- COMMERCIAL RISKS & THE NFIP  
3:00pm Teri Calvin, ANFI 2PC

- › NFIP definition of Flood
- › What are Commercial Risks? Policy type Coverage and Exclusions
- › Facts to Know: Fees, Flood Zones, E&O Discussion
- › Rating Commercial Risk, Building Diagrams, Elevation Certificates

1:00pm- PREMIUM FINANCE EXPRESS  
3:00pm Davie Holt, Imperial PFS 2GEN



Explore information about the financial parameters of a premium finance decision as viewed from both the customer and the company.

3:00pm- PRIVATE FLOOD INSURANCE VS. THE NFIP  
5:00pm Teri Calvin, ANFI 2PC

Designed for those individuals who have a working knowledge of the NFIP and are interested in alternatives for their clients. Discussion includes

reformation of the NFIP product over the last 5 years and moves into emergence of private flood insurance.

4:30pm EXHIBITS & RECEPTION

6:00pm A NIGHT IN GOOD COMPANY  
Scavenger Hunt



## THURSDAY – JUNE 7<sup>th</sup>

8:00am PIA ANNUAL BUSINESS MEETING

8:20am- INSURANCE FRAUD  
10:00am Rob Smith, Safelite AutoGlass 2GEN

This class will go over the "Magnitude of Insurance Fraud" and how to prevent it. We will discuss the four common types of insurance fraud automobiles, health, workers compensation and homeowners.

10:00-10:40am BREAK W/EXHIBITORS

10:40am- ETHICAL CONSIDERATIONS  
11:30am Angie Heavener, CIC, CPIA 1ET

Many of the issues we face are black and white but it is the gray areas that challenge us. Often these areas require a difficult choice between two right answers rather than a wrong and a right answer. These items and practical solutions will be the center of focus in this program.

11:30am-1:00pm EXHIBITS

ALOHA

HAWAIIAN LUNCHEON & PARTNER RECOGNITION  
SPECIAL GUEST: TIM RUSSELL, PIA Nat'l President

1:00pm- FALLING THROUGH THE CGL CRACKS  
5:00pm Angie Heavener, CIC, CPIA 4PC

Are your insureds at risk for professional and management liability losses? These exposures could

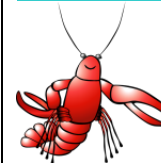
include costly lawsuits, government fines, data theft and other criminal activities.

For small businesses they may face financial ruin but even larger companies may have a hard time recovering. There could even be loss of personal assets in some circumstances.

The problem - many times owners and executives believe they already have the proper protection - under the CGL!

We will look at a number of other potential problems and solutions that your client may face.

5:30pm LOUISIANA CAJUN FOOD FEAST



Traditional favorites including chicken etouffee, red beans and sausage served over rice, and homemade bread pudding. This is an optional group event held at the Riverfest, cost \$10 each. Proceeds will support Goodwill job training and education programs.

## FRIDAY – JUNE 8<sup>th</sup>

8:00am- To Endorse or Not to Endorse:  
11:00am COMMERCIAL PROPERTY POLICIES  
Angie Heavener, CIC, CPIA 3PC

We will look at CP policies and their pledge of indemnification for loss of or damage to property. In addition we will look at the policies description of what is and what is not covered property.

After careful review of your clients' exposures you soon realize the need for modified, enhanced or broadened coverage. Simply put, it is rare today that a policy will exist in a completely unendorsed form.

The numerous endorsements to tailor the property coverage forms to the needs of the insured will also be discussed.

OK, let's get you registered ⇨⇨⇨



# CONVENTION REGISTRATION FORM

**REGISTRATION DEADLINE: JUNE 1, 2018**

**PIA MEMBER (Agency Owner/Staff): FREE** *However: as considerable planning, materials, food, and drink are involved we ask that you provide a \$50 deposit per person to reserve your seat. Upon arrival at the Convention Registration Desk we gladly return your check to you, or apply zero charges to your credit card listed below. 😊*

**PIA ASSOCIATE MEMBER (COMPANY/MGA) REGISTRATION FEE \$100 (non-exhibitor)**

**Non-Member Agents: \$60 Any Half Day \$100 Any Full Day**  
Wed includes Exhibits/Reception only ♦ Thurs includes Exhibits/Luncheon

F	C	F	F	R	S	B	A	F	E	L	C	C
A	O	I	L	E	H	B	B	R	T	U	G	O
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# \_\_\_\_\_ X-date \_\_\_\_\_ **YES, COUNT ME(US) IN!** Total Enclosed \$ \_\_\_\_\_

Agency/Company \_\_\_\_\_ Phone \_\_\_\_\_

Addr/City/State/Zip \_\_\_\_\_ E-mail \_\_\_\_\_

**RETURN REGISTRATION W/DEPOSIT TO:** PIA, 216 SW 7<sup>th</sup> Topeka KS 66603 E-mail: pia@pia.kscoxmail.com ♦ Fax: 785-232-0272

**?/Questions:** Phone: 785-232-4143 A confirmation will be sent once registration is received.  check in the mail

**Convention attire is Summer Casual. This is a fun, relaxed event. Agency T-Shirts, Jean(s) or Bermuda shorts, and sandals are ok!**

**HOTEL RESERVATIONS:**  
 Online: <https://aws.passkey.com/go/kspia2018> or you can call 888.421.1442 direct. When calling please indicate the Hyatt Regency in Wichita and you are with the Kansas Association of Professional Insurance Agents. King and Double Queen rooms start at \$130 plus taxes and fees. Each room reservation comes with one complimentary hot breakfast and complimentary self-parking. **Room block expires 5/16.**

**CONVENTION MADE POSSIBLE THANKS TO THE GENEROUS SUPPORT OF OUR PARTNERS IN ACTION**

<b>Imperial PFS</b>	<b>Bohrer-Croxdale &amp; McAdoo Inc</b>	<b>Bremen Farmers' Mutual Ins Co</b>
<b>M. J. Kelly Company</b>	<b>Chris-Leef General Agency Inc</b>	<b>Buckeye Insurance Group</b>
<b>Progressive Insurance</b>	<b>Columbia Insurance Group</b>	<b>Marysville Mutual Insurance Co</b>
<b>Specialty Ins Managers</b>	<b>Farmers Alliance</b>	
<b>Upland Mutual Insurance</b>	<b>Farmers Mutual Insurance Co</b>	
<b>Utica National Insurance</b>	<b>Graham-Rogers Inc</b>	
	<b>Kansas Mutual Insurance Co</b>	
	<b>Markel Specialty Commercial</b>	

