



2019 PIA "SILVER JUBILEE" CONVENTION

JUNE 5-7, 2019 ***DRURY BROADVIEW*** WICHITA, KS

UP TO 13 HOURS OF FREE CE!



Wednesday, June 5th

1:30 – 2:30 pm **MEDICARE 101** **Scott Sandquist, Producers XL** **1 L/H**

This presentation was developed as a tool to help agents educate consumers about Medicare. Attendees should have a better understanding of Medicare and what options they have with the Medigap Plan.

2:30 – 4:30 pm **THE FUNDAMENTALS OF ETHICS** **Davie Holt, Imperial PFS** **2 Ethics**

An enjoyable two hours of fun examining the ethical responsibilities of agents, certain laws governing ethical expectations, and what traits exemplify an ethical agent.



5:00 – 6:30 pm **WELCOME RECEPTION** *Meet the PIA Board, Committee Members, & Past Presidents*
"First Timers" can enter \$50 cash drawing!



Thursday, June 6th

8:00 – 11 am ***E & O: PROTECTING YOURSELF** **Casey Roberts, ACSR, AFIS, CIC** **3 General**

Insurance Agents & Brokers are exposed to multiple challenges when it comes to managing their Errors & Omissions exposures – all while trying to maintain exceptional service to their clientele. This class will provide an overview of those exposures as well as a "Best Practices" approach to manage them.



11:00 am – 1:00 pm **TRADE FAIR**
11:30 am **PIA LUNCHEON with Keith Savino, CPIA, PIA National President**
Managing partner & COO at Broadfield Group, New York/New Jersey

1:00 – 5:00 pm ***CYBER/DATA BREACH, A PRIMER** **Casey Roberts, ACSR, AFIS, CIC** **4 General**

Cyber is all around us...in the news, in our email inboxes, challenging our customers, the lead story in many publications. As an agent learn what you need to understand so that you can educate your clients on the need for – and the reasons for – this vital insurance need.



PIA ANNUAL'S "A NIGHT IN GOOD COMPANY"

5:00 – 6:30 pm **TRADE FAIR/RECEPTION**
6:30 pm **DINNER BY THE RIVER**

Partner in Action Recognition & New Partner of the Year Award

Friday, June 7th

7:30 – 8:30 am **CONTINENTAL BREAKFAST/TRADE FAIR**
8:30 am **PIA ANNUAL BUSINESS MEETING**
9:00 am – Noon ***CERTIFICATES OF INSURANCE** **Casey Roberts, ACSR, AFIS, CIC** **3 P/C**

If one has been in the insurance business for one day or a thousand – the topic of the proper use and utilization of Certificates of Insurance can be a conundrum wrapped in an enigma. We'll clarify for attendees how to properly complete Certificates, what should and should not be shown on a certificate and other related topics.

OR

9:00 - 11:00 am **WC 101** **Deena Temming, Kansas Builders Insurance Group** **2 P/C**

Agents will learn about Self-Insured Groups vs. Standard Market Carriers; the Underwriting & Claims Processes; Loss Control; and review a Case Law Update.

11:00 am – Noon **ETHICS IN INSURANCE** **Deena Temming, Kansas Builders Insurance Group** **1 Ethics**

Discuss the Ethical Behavior of Insurance Professionals.

**Indicates courses approved for Utica Loss Control Credit.*

PIA CONVENTION REGISTRATION

Name: _____ NPN: _____

Name: _____ NPN: _____

Name: _____ NPN: _____

Name: _____ NPN: _____

Name: _____ NPN: _____

Name: _____ NPN: _____

Agency/Company: _____ Phone: _____

City/State/Zip: _____

E-mail (for confirmation): _____

PIA MEMBER CONVENTION FEES: There is no cost for agents to attend any of the continuing education classes or Trade Fair, Wednesday's Reception or Friday's breakfast. There is a \$10 fee per person for Thursday's Luncheon and \$25 fee per person for Thursday's Dinner.

PIA ASSOCIATE MEMBER (COMPANY/MGA) FEES: \$100 (non-exhibitor) includes all Receptions, Meals, & Trade Fair

I (We) plan to attend the entire convention – check here [] *Please include \$35 per person*

Please indicate # below for each class and/or meal attendee(s) plan to attend.

Wednesday _____ Medicare 101 _____ Ethics _____ Reception

Thursday _____ E & O _____ Luncheon (\$10) _____ Cyber _____ Dinner (\$25)

Friday _____ Breakfast _____ Certificates of Ins _____ WC 101 _____ Ethics

TO REGISTER: Please complete and return this form with payment (if applicable). Total Enclosed \$ _____
PIA, 216 SW 7th St. Topeka, KS 66603



DEADLINE TO REGISTER: May 31st

← \$50 Prize Drawing for registrations received before May 20, 2019

A confirmation will be sent once your registration is received in the PIA Office.

HOTEL RESERVATIONS: Single, Double, Triple or Quad Rate is \$119 plus taxes and fees. Online reservation: <https://www.druryhotels.com/bookandstay/newreservation/?groupno=2340538>. By phone call 800.325.0720 or the hotel direct at 316.262.5000 and refer to group number 2340538. Each room reservation comes with complimentary hot breakfast and kickback* for each person. **OUR ROOM BLOCK EXPIRES MAY 10, 2019.**
Complimentary self-parking is included. Please contact the PIA office with any special dietary or handicap needs.



NEED TO KNOW: The Wichita River Festival will be held the same week of our convention; hotel rooms will go fast! River Festival Buttons can be purchased for \$7 prior to May 4th at www.wichitariverfest.com, after that date they can be purchased at the hotel's front desk for \$10. The main stage for the festival is in 'our front yard' during convention, bring a lawn chair and enjoy the music each night.

*Kickback: From 5:30-7pm every evening enjoy free hot food, beer, wine, mixed drinks and soft drinks.

E-mail pia@pia.kscoxmail.com ♦ phone 785.232.4143 or 800.836.7387

