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# BIG "I" DAY

GRAND SPONSOR



**Nationwide<sup>®</sup>**  
is on your side

**Tuesday, October 24<sup>th</sup>, 2017**  
**Sacramento Convention Center**  
**1400 J Street, Sacramento, CA 95814**

**MANY GREAT EXHIBITS**

**INFORMATIVE EDUCATIONAL SEMINARS**

**LOTS OF PRIZES**

## **KEYNOTE SPEAKER: JIM HERDT**

James "Jim" Herdt, Master Chief Petty Officer of the Navy (Retired), is the CEO of Herdt Consulting, Inc. Jim transitioned from active duty in April 2002 with 35 years of active naval service. He served the last four years of his active service as the most senior enlisted member of the United States Navy. As such, his responsibilities included leading program and policy development for an enlisted force of over 400,000 personnel. Additionally, he served as a personal advisor to the Chief of Naval Operations, Secretary of the Navy, Secretary of Defense and U.S. Congress on all U.S. Navy personnel policies. Herdt provides change management strategy development for all levels of an organization. This includes an analysis of organization readiness starting with key stakeholder input. This approach is designed to help our clients identify and mitigate the organizational and people-related risks that could impede success of a project or process change.

Speaker sponsored by: Markel Specialty Commercial

# SEMINARS

## 8:00 – 11:00 SEMINAR 1

**Title:** Ethics  
**Sponsor:** Socius Insurance Services, Inc.  
**Instructor:** Kirk Denebeim

3 CE Credits

Description: A comprehensive review of the roots of ethical behavior and how ethics are integrated into the insurance professional's work product and comportment. Various ethical dilemmas will be identified and resolutions discussed. A detailed discussion and exercises dealing with and resolving conflicts of interest will be presented, as well as a discussion of fair business and sales practices.

## 8:00 – 11:00 SEMINAR 2

**Title:** Trends, Risks, Disruptors  
**Sponsor:** Laurus Insurance Consulting  
**Instructors:** Casey Roberts, ACSR, AFIS, CIC

3 CE Credits

Description: This will be a discussion of some of the changing challenges we are facing in the P&C industry, including On-Demand Economy, autonomous vehicles, Robotics, 3D printers, wearables and the Internet of Things.

## 9:00 – 11:00 SEMINAR 3

**Title:** Profitability in the Auto Industry  
**Sponsor:** Nationwide  
**Instructor:** Kevin Bristow and Mark Scigliano

2 CE Credits

Description: Review of industry commercial auto loss ratios related to changes in the economy, increases in claim frequency and a comparison of trends and rating segmentation. We'll discuss annual mileage and self-driving cars in personal insurance and address loss reserving at a high level.

## 9:00 – 11:00 SEMINAR 4

**Title:** Cyber Liability and Network Security  
**Sponsor:** Worldwide Facilities, LLC  
**Instructor:** Erik Kamiya, Vice President Financial Services

2 CE Credits

Description: The Internet has transformed the way business is conducted, but it also has created dangerous new liability exposures in the "cyber world." Whether it's an employee randomly clicking on an infected download link that opens a malicious virus, or a deliberate attack by cyber criminals who steal sensitive information, network security issues and cyber crime are on the rise. The risks must be understood by all entities who increasingly rely on technology to run their businesses.



Sponsor: Wright Flood Insurance Services, LLC



# BIG "I" DAY

**Tuesday, October 24th, 2017**

**Registration opens at 7:30 AM**

**Seminars start at 8:00 AM**

## Where

**Sacramento Convention Center  
13th & J Street**

## Education

**4 CE Seminars**

## Information

**Call Susan Cartier 916 835-9880**

**Email: [scartier@iwins.com](mailto:scartier@iwins.com)**

## Fees

**Prior to August 1, 2017**

**\$40 per person**

**August 1 - October 12, 2017**

**\$60 per person (online registration closes)**

**October 12 - October 24, 2017**

**\$80 per person**

## Registration

**Registration includes:**

**Exhibits, Seminars and Lunch**

*(Table reservations available - 10 per table)*

**NOTE:** To attend seminars, each person must be registered for BIG "I" DAY

**No refunds after October 1, 2017**

## Hurry!

**Space will be limited, so get your registration in early!**

## Registration Form

**Registration fee includes:**

**Seminars, Luncheon and Exhibits**

Please register \_\_\_\_\_ attendees as follows:

Company \_\_\_\_\_

Address \_\_\_\_\_

Phone \_\_\_\_\_

Email \_\_\_\_\_

Name(s) for Badges \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

## C.E. Information

Name (as on license): \_\_\_\_\_

License # \_\_\_\_\_

Email: \_\_\_\_\_

1st Choice  Seminar 1 2nd Choice  Seminar 1

Seminar 2  Seminar 2

Seminar 3  Seminar 3

Seminar 4  Seminar 4

Name (as on license): \_\_\_\_\_

License # \_\_\_\_\_

Email: \_\_\_\_\_

1st Choice  Seminar 1 2nd Choice  Seminar 1

Seminar 2  Seminar 2

Seminar 3  Seminar 3

Seminar 4  Seminar 4

Name (as on license): \_\_\_\_\_

License # \_\_\_\_\_

Email: \_\_\_\_\_

1st Choice  Seminar 1 2nd Choice  Seminar 1

Seminar 2  Seminar 2

Seminar 3  Seminar 3

Seminar 4  Seminar 4

*Make checks payable to:*

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***BIG "I" DAY***

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**INDEPENDENCE, BUSINESS LEADERSHIP & ACHIEVEMENT**