

IBA of Sacramento
P.O. Box 255246
Sacramento, CA 95865



*Celebrating 39 Years of
Independence
Business Leadership &
Achievement*



BIG "I" DAY

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Nationwide[®]
is on your side

Tuesday, October 23rd, 2018
Sacramento Convention Center

Thank you to our Sponsors & Exhibitors

MANY GREAT EXHIBITS

INFORMATIVE EDUCATIONAL SEMINARS

LOTS OF PRIZES

BIG "I" DAY

Tuesday, October 23rd, 2018

INDEPENDENCE, BUSINESS LEADERSHIP & ACHIEVEMENT

KEYNOTE SPEAKER: TIM PARENTI

Keynote Topic: Habits & Your Personal Velocity

Tim began his career with the Allstate Insurance Company as a Senior Manager overseeing Operations, Customer Service, Information Technology and Training. He went on to lead one of the world's premier consulting and training organizations with operations in over 50 countries around the world. Over a 19+ year period, over 50,000 people in a variety of positions including Mid-Level Managers, Presidents and CEO's have benefitted from his material. Whether it's Sales, Leadership, Change Management Performance Management, Negotiating, Strategic Planning, Employee Engagement, Customer Service, or Target Interviewing-Tim's strengths lie in helping address the real challenges that confront businesses on a daily basis.

SEMINARS

8:00 – 11:00
SEMINAR 1

Title: Street Level Ethics
Sponsor: Markel Assurance
Instructor: Chris Behymer, CPCU, ASLI, CIW

3 CE Credits

Description: Attendees will have the chance to participate in a wide variety of group discussions and case studies which will reinforce the role each of them plays in delivering products and services in an ethical manner. By embracing a "right vs. right" attitude, agents and brokers will come away with a clear understanding of the role ethics plays in the insurance business.

8:00 – 11:00
SEMINAR 2

Title: An inside peek into the Cannabis Market and the Green Rush of Litigation Insurance Companies will Face
Sponsor: Next Wave Insurance Services, LLC
Instructors: Professor Jay Mootz, McGeorge School of Law

Michael Aberle, CannGen/myCEcourse.com / Ian Stewart & Dean Rocco, Wilson Elser Law Firm

3 CE Credits

Description: This seminar will bring you up to date on the laws and legal decisions, including their complexities and rapid changes. Determine the value of legal assistance so that you can develop and communicate a sound policy for your organization, whether for the use and reimbursement of medical marijuana for workplace injuries or employee use of medical and recreational marijuana. This session will explore the various types of marijuana-based insurance policies, the need for certain types of insurance coverage, the risks associated with marijuana based policies and benefits to insurers. Speakers will explore the liability issues inherent to cannabis businesses when customers cause injury or harm to others while using marijuana, as well as the considerations of corporate counsel, risk managers and how a jury views and defenses when confronted with these issues.

8:30 – 10:30
SEMINAR 3

Title: Workplace Violence / Situational Awareness
Sponsor: Aspen Risk Management Group
Instructor: Cathi Marx, ALCM, COSS, COSM, CHS-V

2 CE Credits

Description: This seminar will outline the risks facing agents, brokers, and their clients in relation to insurance coverage (s) that may be triggered in an active shooter event, such as ELPI, general liability, workers' compensation and the impact of HIPA to a potential spousal threat. We will also cover the recommended actions of "Run Hide Fight" as outlined by the Department of Homeland Security as a best practice to ensure the safety of our workforce.

8:00 – 10:00
SEMINAR 4

Title: Commercial Contractors & Bonds
Sponsor: Nationwide
Instructors: Kevin Bristow-Commercial Product Director / Grant Hilton-Loss Control

John Doherty Technical Director-Commercial Contractors / Steve Sanker-Surety/Bonds

2 CE Credits

Description: The Commercial Contractors & Bonds seminar will provide insight into the segment's market share, insurance loss performance, and current legislative changes. The course will also cover the aspects of current loss control methods and best in class accounts. The attendees will be provided with current underwriting requirements for Contractor bonds & surety.



Sponsor: Wright Flood Insurance Services, LLC

BIG "I" DAY

Tuesday, October 23rd, 2018
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 Cynthia Sanderlyn 916- 609-8355
Email: csanderlyn@iwins.com

Fees

Prior to August 1, 2018

\$50 per person

August 1 - October 1, 2018

\$60 per person (online registration closes)

October 1 - October 23, 2018

\$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, 2018

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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