

SMALL AGENCY

Conference

March
19-21

2025



Trade Show
Networking Opportunities
Courses and Sessions Approved for CE Credits

Success starts here for Missouri agencies

www.moagent.org

Wednesday, March 19

E&O Loss Control Seminar: Coverage Essentials - Policy Analysis: Reading, Interpreting and Understanding Insurance Contracts

1:00-4:00 p.m.

This new course is the first module in a new risk management series that is designed to familiarize new and seasoned agents about insurance coverage concepts. The Policy Analysis module covers contract law basics, general laws of insurance, unique characteristics of insurance contracts, rules of reading any insurance policy, how to read an insurance policy, a review of key words and phrases commonly found in insurance contracts, a few risk management strategies for agency personnel, and much more!

- Brandi Anderson - Approved for 3 ethics CE credits in Mo. & Kan.

Crawfish Feast

5:00-7:30 p.m.



The Crawfish Feast, sponsored by the Young Agents Committee, has become a conference tradition. In addition to crawfish, the menu will include an assortment of other meats and sides! The complimentary shuttle will transport you to and from the hotel and the Knights of Columbus building, 2525 N. Stadium in Columbia.

Thursday, March 20

Registration Opens

7:30 a.m.

Breakfast

7:30-8:45 a.m.

Sunrise Session: E&O, Social Media & The Insurance Agent

8:45-9:45 a.m.

Having an online social media presence for your agency is not only a great way to reach customers and potential policyholders, but it is something they have come to expect. Social media sites like Facebook, X, LinkedIn and others can help you and your agency stand out from the competition, but these networks also can cause an E&O claim. In this course we will discuss ways that your agency has E&O exposure because of an agent's use of social media, and how an agent can ensure that they do not get sued over their social media usage.

- Angela Kain - Approved for 1 ethics CE credit in Mo. & Kan.

Keynote: Insurance Is a Marathon: How to Stay Motivated

10:00-11:00 a.m.

Matt Jones is a living testament to the power of resilience and determination. After being diagnosed with cancer on Sept. 11, 2002, and facing a grim prognosis as the disease spread to the fluid around his brain, Matt was told survival was unlikely. Defying all odds, he not only conquered cancer three times but also underwent a bone marrow transplant and had to relearn how to walk. Today, he has completed eight marathons on eight continents, including the icy terrain of Antarctica and the newly discovered continent of Zealandia.

- Matt Jones

PLANNING COMMITTEE

Chair, Tami Mills, Mills & Sons, Clinton • Vickie Goodin, Cannabis Insurance Wholesalers/One General Agency, Oklahoma City, Okla. • Ryan Sanders, Rich & Cartmill, Ozark • Kyane Marble, Hawkins Insurance Group, Edina • Dorian Culver, Stafford-Leavitt Insurance, Harrisonville • Christine Starr, MGI Risk Advisors, Saint Louis • Marissa Dirnberger, VanGennip Insurance & Financial Services, Advance • Jared Reavis, Missouri Insurance Services, LLC, Billings • Jared Underwood, Ozark Hills Insurance, West Plains

Networking Luncheon

11:30 a.m.-12:30 p.m.

All registered guests are invited to attend this luncheon where you are able to network with fellow industry professionals.

Afternoon Breakout Sessions

12:30-2:20 p.m.

Hard Market or Hard Opportunity?

- Scott Howell

Cyber Security Threats, Tips and Tricks and What to Do if a Breach Happens

- JR Chaney - Approved for 2 general CE credits in Mo. & Kan.

Broke as a Joke: Diagnosing & Repairing Busted Commercial Property Coverage

- Kevin Amrhein - Approved for 2 p-c CE credits in Mo. & Kan.

Repeat Afternoon Breakout Sessions

2:30-4:20 p.m.

Company Reception/Trade Show

4:30-7:30 p.m.

With more than 90 exhibitors expected, the trade show will provide more information, knowledge and business opportunities for Missouri agencies than you'll find anywhere else. This is an outstanding opportunity to network with other agents, to establish or strengthen company relationships, and to find out what the excess and surplus lines market has to offer. Watch our website for an up-to-date list of exhibitors.

Hospitality Crawl

8:00-10:00 p.m.

Continue networking with various vendors after the trade show by visiting their hospitality suites.

Friday, March 21

Breakfast

8:30-9:00 a.m.

Breakout Sessions

9:00-11:00 a.m.

Lead, Motivate & Inspire Others

This course will empower you as a leader in bringing out the best in yourself and others by exploring the most critical leadership success factors of strong leadership that will help you bring your people together, motivate them and inspire them to achieve their full potential.

- Angela Kain

Slamming the Back Door Shut - Why Retention & Life Cycle Mean So Much

Dive in to why the money in insurance is NOT in new business but in the life cycle of each client, which equals retention. This course provides agents with actionable steps to utilize to increase the life cycle of their current clients and slam the back door shut!

- Scott Howell

HOTEL

MAIA has a contracted room rate of \$116/night for a guest room as long as reservations are made by February 16, 2025. After February 16, 2025, the hotel will release all unreserved rooms.

Holiday Inn Executive Center
2200 I-70 Drive SW, Columbia, Missouri 65203, 573-445-8531

| Full Registration Options | Member | | Non-Member |
|--|------------|---------------|------------|
| | By Feb. 19 | After Feb. 19 | |
| Full Registration: Includes education sessions, meals & social functions listed on the conference agenda. <i>Does not include E&O Seminar, on-site SAC book or Crawfish Feast.</i> | \$185 | \$215 | \$370 |
| Spouse Registration: Includes education sessions, meals & social functions listed on the conference agenda. <i>Does not include E&O Seminar, on-site SAC book or Crawfish Feast.</i> | \$100 | \$115 | N/A |
| Exhibitor Registration Options | Member | | Non-Member |
| | By Feb. 19 | After Feb. 19 | |
| Exhibit Booth: Each individual must purchase a full or exhibitor registration. | \$600 | \$700 | \$960 |
| Exhibitor Registration: Available to those with exhibit booth ONLY. Includes Thurs. lunch, trade show & reception with food and beverage. | \$115 | \$135 | \$230 |
| Optional Items | Member | | Non-Member |
| | By Mar. 5 | After Mar. 5 | |
| Errors & Omissions Seminar (Wed., March 19, Holiday Inn, Columbia, 1-4 p.m.) | \$90 | \$110 | \$180 |
| On-Site SAC Book | \$10 | | \$10 |
| Crawfish Feast (Wed., March 19, Columbia Knights of Columbus, 5-7:30 p.m.) <i>If purchased at door, cost is \$45 each. <u>Must be 21 to attend.</u></i> | \$40 | | \$45 |
| Trade Show Only (Thurs., March 20, 4:30-7:30 p.m.) Available to retail agency members or spouses of retail agency members ONLY. | \$75 | | N/A |
| Matt Jones Book The first 100 members to request a book will receive one free. Book signing will be 11:00 - 11:30 a.m. Thurs. If you would like multiple copies or did not receive a free book, you can email Matt directly at mattspeaks78@gmail.com to purchase a book for \$10. | * | | \$10 |

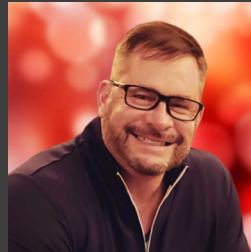
EVENT SPEAKERS



Matt Jones



Angela Kain



Scott Howell



JR Chaney



Kevin Amrhein



Brandi Anderson

THURSDAY BREAKOUT SESSIONS

Hard Market or Hard Opportunity? - Scott Howell

This course is designed to assist independent agents with navigating the hard insurance market that they currently face, the timing of when it may "soften" and educate them on ways to increase their retained ratio of current and future clients.

Cyber Security Threats, Tips and Tricks and What to Do if a Breach Happens - JR Chaney

The content of this session starts with why we are targets of cyberattacks and how they can happen, including a demonstration and what we can do to avoid them from happening. Then we will go into what happens if we are compromised, from the starting process to the aftermath.
Approved for 2 general CE credits in Mo. & Kan.

Broke as a Joke: Diagnosing & Repairing Busted Commercial Property Coverage - Kevin Amrhein

The insured's commercial property insurance policy is broken. This course provides several tools (tips and endorsements) which should, with a little help from the insurance company, fix it. Examples of issues discussed include debris removal, vacancy/reduced occupancy, types of property covered and not covered, ordinance/law compliance, and several others.
Approved for 2 p-c CE credits in Mo. & Kan.



Missouri Association of Insurance Agents
3315 Emerald Lane
Jefferson City, MO 65109

SMALL AGENCY *Conference*



March 19-21, 2025

- CE-Approved Courses and Sessions -
- Trade Show -
- Networking Opportunities -
- Crawfish Feast -



Scan Me
To access the online
registration.

Questions?

Visit: www.moagent.org · Email: maia@moagent.org · Call: 573-893-4301