



MAC SUMMIT

July 29-31, 2026

Step up to the Plate:
Hit a Home Run at MAC Summit!

All agents are encouraged to attend the Missouri Agents Connection (MAC) Summit, where the networking and learning opportunities are sure to benefit you and your agency!



SCAN TO REGISTER



CHATEAU ON THE LAKE
RESORT SPA & CONVENTION CENTER



GUEST SPEAKERS



Jim Morris



Jason Rincker



Brock Elliott



Myrna Estrada



Paul Long



Kevin Robbins





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Wednesday, July 29

Golf Tournament (optional event)

8:00 a.m. - 1:00 p.m.

Held at the Ledgestone Country Club

WEWIN Brunch (Women Empowering Women in Insurance)

10:00 a.m. - 12:00 p.m.

Speaker: Myrna Estrada

Commerce, culture and connection mean striving to be exceptional in your work while continuing to grow without letting doubt, isolation or difficult people hold you back. They also mean leading with respect, clarity and accountability, creating an environment where people feel valued and empowered, because at the end of the day, strong culture and strong results go hand in hand; both start with how we treat people.

Welcome Reception & (optional) Cornhole Tourn.

4:00 p.m. - 6:00 p.m.

Welcome Reception: All attendees are invited to this reception.

Cornhole Tourn.: Held at the Chateau on the Lake and presented by the Young Agents Committee. Beer included.

Young Agents Event (shuttle provided)

7:00 p.m. - 10:00 p.m.

Join us at Capone's Speakeasy for a fun night of socializing with fellow young agents. Appetizers are provided by the Young Agents Committee.

Thursday, July 30

Breakfast Buffet

7:30 a.m. - 8:30 a.m.

Keynote: "Dream Makers"

8:00 a.m. - 9:00 a.m.

Speaker: Jim Morris, former MLB pitcher and the real-life inspiration for Disney's hit movie "The Rookie"

We all have dream makers and dream killers in our lives. Learn how to differentiate between the two and how to surround yourself with the best people possible to make you the best you can be! Jim takes you through his life story, sharing how dream makers and dream killers shaped him into the man he is today.

Highlighting Niche Insurance Coverages to Clients

9:00 a.m. - 9:50 a.m.

Speakers: Paul Long & Kevin Robbins

This class educates attendees on what niche insurance programs are, how to gain knowledge of them, how to build a program and what the most important aspects of that program are for clients. They will also learn which clients are best suited for niche programs. This is an intermediate-level class intended for those that have been in the industry for at least a few years and plan to continue long term. *Approved for 1 general CE credit in Mo. & Kan.*

Meet & Greet with Jim Morris

10:00 a.m. - 10:30 a.m.

Professional photos will be taken and available after the conference.

Trade Show

10:00 a.m. - 12:30 p.m.

Join us for one of the most anticipated company/vendor trade shows of the year. Booth designs will center around a baseball theme. Company prize drawing at 12 p.m.; you must be present to win.

Lunch Buffet

12:30 p.m. - 1:30 p.m.

Education Sessions (pick 1 to attend)

1:30 p.m. - 3:20 p.m.

The Imposter Problem - Why Playing Yourself Is the Ultimate Sales Advantage

Speaker: Brock Elliott

Most insurance producers don't struggle because they lack knowledge, talent or work ethic—they struggle because they're trying to sell like someone they're not. In an industry full of scripts, templates and borrowed personalities, it's easy to imitate what worked for someone else and lose your own voice, which is exactly where imposter syndrome takes hold and quietly limits growth, confidence and client connection. This course challenges the idea that there's a single "right" way to sell and instead helps producers identify their true sales identity—how they think, communicate, build trust and show up authentically—and use that self-awareness as a competitive advantage. Attendees will learn why authenticity builds faster trust, stronger relationships and better long-term results than any script, leaving with practical ways to stand out by leaning into who they really are—because the most successful producers aren't pretending to be someone else; they're simply good at being themselves.

Cyber Clarity: Turning Confusion Into Confidence for Insurance Agents

Speaker: Jason Rincker

Cyber risk has moved from "IT problem" to boardroom-level business exposure, and insurance agents are increasingly expected to translate technical controls into plain-English readiness. Using incident stories to ground what's really happening, we'll frame the modern threat landscape in business terms, then walk through a "home inspection" model of cyber readiness: what good looks like, what underwriters evaluate and what evidence actually matters. From there, we'll connect readiness to a repeatable playbook: mitigate what you can control, transfer what you can't and reduce exposure created by third parties. You'll leave with a practical way to prioritize the highest-impact improvements, reduce application friction, ask smarter vendor questions and confidently position a readiness assessment as the next best step.

Approved for 2 P-C CE credits in Mo. & Kan.

President's Cocktail Reception (semi-formal)

6:00 p.m. - 7:00 p.m.

Join us in celebrating outgoing MAIA president Matt Speight by enjoying a cocktail and appetizers.

Awards & Installation Banquet (semi-formal)

7:00 p.m. - 9:00 p.m.

Fun Pianos

9:00 p.m. - 11:00 p.m.

Join us after dinner as Fun Pianos entertains us with their exciting dueling pianos.

Friday, July 31

Eggs & Issues Breakfast

8:00 a.m. - 10:00 a.m. **Speakers: Matt Barton & Legislative Panel**

This is your chance to get information right from the source. This Q&A session gives you access to MAIA CEO Matt Barton and a panel of Missouri legislators. They will address questions on regulatory and legislative issues affecting the insurance industry today.

Filed/pending for 1 ethics CE credit in Mo. and Kan.



About the Keynote Speaker: Jim Morris

Jim Morris was a high school science teacher and coach in west Texas who miraculously made it the major leagues at the age of 35. His life story made cinematic history with the heartwarming and unforgettable Disney movie, "The Rookie," starring Dennis Quaid. Jim pitched two seasons for the Tampa Bay Devil Rays, reaching speeds up to 102 mph, before choosing to retire to raise his children. Since 2000, Jim has been a highly sought-after motivational speaker traveling the world inspiring audiences to follow their dreams and never give up.

MAC Summit 2026 will be held at
Chateau on the Lake
 in Branson, Mo.

MAIA has contracted room rates starting at \$192/night.
 After June 29, 2026, the hotel will release all unreserved
 rooms.

Visit www.moagent.org/macs for more information.



ATTENDEE REGISTRATION OPTIONS	MEMBER		NON.
	BY 7/1	AFTER 7/1	
Full Conference Registration Includes sessions, meals and social functions listed on the agenda. <i>Does not include golf or cornhole tournament.</i>	\$350	\$400	\$700
Full Young Agents Registration (Retail Agents 40 and Under) Includes sessions, meals and social functions listed on the conference agenda. <i>Does not include golf or cornhole tournament.</i>	\$275	\$310	\$550
Exhibitor Registration Available to those with exhibit booth ONLY. Includes Wed. Welcome Reception and Young Agent Event, and Thurs. breakfast, keynote session, trade show and lunch.	\$200	\$230	\$400
Spouse Registration Includes sessions, meals and social functions listed on the conference agenda. <i>Does not include golf or cornhole tournament.</i>	\$200	\$230	\$400
Trade Show Only - Retail Agency Members Only (Thurs., July 30, 10:00 a.m. - 12:30 p.m.)	\$75	\$75	N/A
EXHIBIT BOOTH REGISTRATION	MEMBER		NON.
	BY 7/1	AFTER 7/1	
Exhibit Booth(s) Each person in booth must purchase a Full or Exhibitor registration option.	\$600	\$700	\$960
OPTIONAL ITEMS			
Golf Tournament at Ledgestone Country Club Available to registered conference attendees only; includes lunch. After July 1, no golf refunds will be made and registrations will be accepted on a space-available basis. Tournament begins at 8 a.m. on Wed.			\$145
Cornhole Tournament Held at Chateau on the Lake on Wed. from 4:00-6:00 p.m. Teams of two (if you do not have a pairing request, we will pair you). Limited space available; first-come, first-served. After July 1, no cornhole refunds will be made.			\$25
WEWIN (Women Empowering Women in Insurance) Brunch Held at Chateau on Wed. from 10 a.m. - 12 p.m. <i>Included with full registrations.</i> Additional purchase required only for those with Exhibitor Registration.			\$45



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



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of the 2026 Missouri Agents Connection Summit**

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