

### **BIG 6**<sup>°</sup> IOWA

# YOUNG AGENTS CONFERENCE APRIL 1 & 2, 2025



## AGENDA

DAY 1 - APRIL 1
8:30 a.m. Check in & Attendee Meet and Greet
9:00 a.m. Cross Selling Panel - How Cross Selling can be Achieved; Tactics that are Commonly Used and How to Handle the Tough Conversations
10:00 a.m. - Brian Haney, CLTC, CFBS, CIS, CFS, CAE, LACP, Becoming a Digital Ninja - Mastering your Brand in the Digital Age
11:00 a.m. - TBD
12:00 p.m. - Lunch
1:00 p.m. - Keynote - Lisa Behrends - Be Clear, Say What You Mean
2:15 p.m. - Jared Kirby, Storm Claims
3:30 p.m. - Life Beyond Young Agents Panel - Involvement in the Association and How it can Help you Grow Personally and Professionally in

the Business

4:45 p.m. - 8:30 p.m. - Company & Agent Mixer at Top Golf

### DAY 2 - APRIL 2

7:30 a.m. Breakfast 8:30 a.m. - 11:30 a.m. - Alan Messer, CIC, CPCU - Agency Coverage Standards! Putting the Pieces Together

### HOTEL INFORMATION

Rewind Hotel | 6075 Mills Civic Pkwy, West Des Moines, IA 50266

• Room rate \$164 - indicate you are with IIAI Young Agents Conference **Room Block Ends March 10th! Reservations at (515) 309-3900**.

## CONFERENCE SPEAKERS

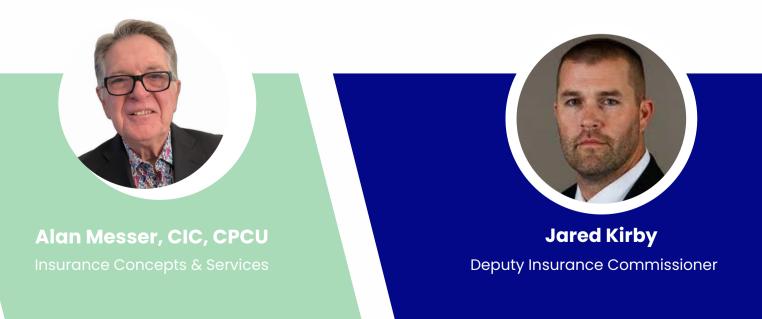


Brian Haney, CLTC, CFBS, CIS, CFS, CAE, LACP CEO The Haney Company



#### **Lisa Behrends**

Speaker, Executive Coach, Founder of Intentional Connections



### REGISTRATION APRIL 1 & 2, 2025

Please complete all information below to register by mail. Fee: **\$149.00 Member** | **\$200.00 Non-Member Register online at www.iiaiowa.org** 

| Agency   |                |
|--|----------------|
| Address  |                |
| City   | Zip            |
| Phone  |                |
| Name   |                |
| License #  |                |
| Email  |                |
| DOB/Title  |                |
| Name   |                |
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| License #  |                |
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| Toto   | Il Enclosed \$ |
| Return with Payment to: IIAI 4000 Westown Parkway, Suite 200   West Des Moines, IA 50266 |                |



#### DIAMOND



#### **SILVER**

Grinnell Mutual Insurance Liberty Mutual/Safeco/State Auto Ins. Co. Merchants Bonding Company NAU Country Insurance North Star Mutual Ins. Co. SECURA Insurance Co. UFG Insurance

#### BRONZE

Acuity AF Group Arlington Roe Auto-Owners Insurance Columbia Insurance Group Combined Agents of America LLC Encova Insurance MEM Pekin Insurance Philadelphia Insurance Companies SFM Mutual Insurance Company West Bend Insurance Company Western National Insurance Westfield Insurance