

BIG 6[°] 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

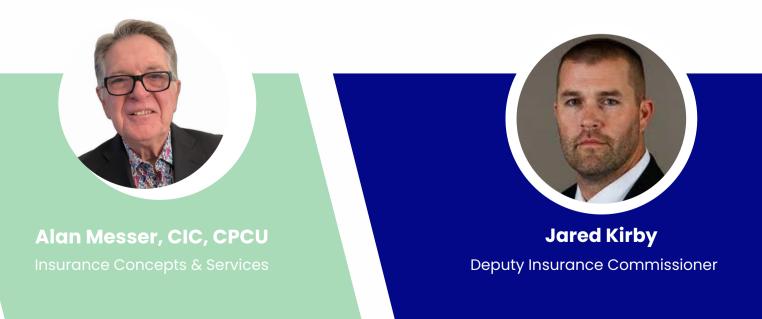


Brian Haney, CLTC, CFBS, CIS, CFS, CAE, LACP CEO The Haney Company



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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Name	
License #	
Email	
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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