

Young Agents Conference

**June 12-13, 2014
Leavenworth**

The Enzian Inn

The Enzian Inn is located in the beautiful Bavarian town of Leavenworth surrounded by the Alpine Lakes Wilderness. To make a room reservation, call (509) 548-5269 and mention Young Agents (or Group Code 9323) to receive the discounted rate of \$120-\$135. The deadline for the special rate is May 12th or whenever the room block is filled. For more information, go to www.enzianinn.com.

The Young Agents

IIABW's Young Agents is a statewide network of insurance professionals striving for professional growth through educational achievement, leadership development, legislative involvement, and insurance career perpetuation.

Working with other producers, CSRs, marketing reps, and underwriters allows us to discuss industry concerns, sales, and other insurance related topics with colleagues who have had or are having similar experiences.



Thursday, June 12

- 7:00 a.m. Golf at Leavenworth Golf Course
- 11:30 a.m. Registration (lunch on your own)
- 12:30 p.m. *Cyber Liability* (1 CE) - Tom Barbano, CIC, Travelers
- 1:30 p.m. *Fiduciary Liability* (1 CE) - Tom Barbano, CIC, Travelers
- 2:30 p.m. *Legislative Update* —Bill Stauffacher, IIABW's Lobbyist
- 3:20 p.m. *Utilizing Industry Resources* - Jim Brown & David Hargreaves
- 4:30 p.m. Putting Tournament—Enzian Falls Championship Course
- 5:30 p.m. Hosted Networking Reception
- 6:45 p.m. Dinner & Karaoke

Friday, June 13

- 8:00 a.m. Breakfast (provided by hotel)
- 8:30 a.m. *Self-Leadership*—Gail Welfringer, Allstate
- 10:45 a.m. *Back to the Basics: How to Complete an Application* (1 CE) Veronica Stevens, Cochrane & Co.
- 11:35 a.m. *How to Do Business with an MGA* (1 CE) —Veronica Stevens, Cochrane & Co, & panel of MGAs
- 12:20 p.m. Lunch
- 1:20 p.m. *Claims Resolution: Occurrence, Facts, & Outcome* (1 CE) Veronica Stevens, Cochrane & Co
- 2:10 p.m. *Teaching a New Dog Old (Marketing) Tricks*—Gabriel Gonzalez, Safeco
- 5:00 p.m. Hosted Networking Reception
- 7:00 p.m. Dinner at Gustav's Grill in Leavenworth



Young Agents Conference

Speakers

Tom Barbano Jr., CIC, Account Executive, Travelers Insurance

Jim Brown, Retired Owner, Jones & Mitchell (now Payne West)

Gabriel Gonzalez, Marketing Consultant, Safeco

David Hargreaves, Owner, Argus Insurance (now Hub International)

Bill Stauffacher, IIABW's Lobbyist

Veronica Stevens, P & C Underwriter, Cochrane & Company

Gail Welfringer, Field Sales Leader, Allstate

Continuing Education

5 hours of CE have been approved so far for the Conference.

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To Register:

Complete form and return to IIABW with registration fee of \$130 per person for an IIABW member or \$150 for non-member (does not include morning golf tournament). For Spouses/Guest who wish to attend the social functions, the fee is \$75. Cancellation requests received by May 27th are fully refundable less a 15% service fee. No refunds are provided after May 27th.

Golf:

June 12 , 7:00 am at the Leavenworth Golf Course. The cost for the round of golf and cart is \$50. For questions & foursome requests: Aran Buchan of Lovsted-Worthington (206) 838-1045 or aran@lovstedworthington.com.

Questions:

Contact Brian Fassburg (brian@piuinc.com), Young Agents Chair, at (425) 771-8988 or Susan Scott (sscott@wainsurance.org) IIABW at (425) 649-0102.

YA Annual Conference Registration Form:

Name: _____

Designations: _____

WAOIC # _____

Spouse/Guest: _____

Firm: _____

Address: _____

City: _____

State: _____ Zip: _____

Phone: _____

Email: _____

I will golf on Thursday morning

Payment Options:

\$130 Member \$150 Non member \$50 Golf
 \$75 Guest (Social functions only)

Amount enclosed: \$ _____

Make check payable to IIABW

Charge to VISA or MasterCard

Card #: _____

Exp. Date: _____

Security Code: _____

Name on Card: _____

Signature: _____

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