

# GOBIG

September 11-13, 2024 / Hyatt Regency Bellevue

 iiabw  
Independent Insurance Agents  
& Brokers of Washington

IIABW will be hosting our own Conference in 2024 and we have restructured the entire event to help you get the most information in the shortest amount of time. We are making the event more interactive and fast-paced so you can get solutions from our industry expert speakers and your fellow agents.

We have traditional training, short demonstrations from successful agents on timely topics and round table discussions. We will walk you through a process to help identify ideas that will benefit your agency and plan the steps and resources needed to implement them.

## Conference Agenda

### WEDNESDAY, SEPTEMBER 11

- 2:30 – 5:00 pm **Event at Top Golf** in Renton with transportation, drinks, food and games
- 5:30 -7:30 pm **Kick-Off Reception** with food, games and music, hosted by the Young Agents
- 7:30 pm **Dinner on Your Own**
- 8:30 pm **Hospitality Suite**

### THURSDAY, SEPTEMBER 12

- 7:00 – 8:30 am Exhibit Table Set-up
- 8:30 – 9:30 am **Grab and Go Breakfast** with Exhibitors
- 9:30 – 10:45 am **Cutting Edge Ideas/Best Practices** - Agents will give short presentations on proven initiatives in the areas of sales/marketing, agency operations, human capital, culture, and technology. We will then have facilitated round table discussions on the different topics to brainstorm and share ideas.

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- 10:45- 11:45 am      **State of Our Industry and Emerging Trends** led by MarshBerry, one of our industry's top consulting firms for more than 40 years.
- 11:45 am – 1:00 pm    **Lunch with Exhibitors**
- 1:00 – 2:00 pm        **An Informal Discussion About the State of Our Industry and Emerging Trends** with Leading Insurance Company CEOs
- 2:00 – 2:15 pm        **Break** and Network with CEOs and Exhibitors
- 2:15 – 4:00 pm        **Cutting Edge Ideas/Best Practices** – Agents will share more successful initiatives and roundtable discussions on timely topics to drill down on the ideas to identify potential risks, challenges and resources needed.
- 4:00 – 6:00 pm        **Reception** with hors d'oeuvres and drinks with Exhibitors (free to retail agents)
- 6:00 pm                 **Dinner on Your Own**
- 8:00 pm                 **Hospitality Suite**

## FRIDAY, SEPTEMBER 13

- 9:00 – 10:30 am      **IIABW Awards Breakfast** – learn about the latest happenings within IIABW, the legislature, upcoming election and the OIC.
- 10:30-11:30          **Current Trends Driving Success in Top-Performing Agencies of All Sizes** led by MarshBerry, one of our industry's top consulting firms for more than 40 years.
- 11:30 am –12:00 pm    **Cutting Edge Ideas/Best Practices** – wrap-up the process so you have an action plan with clear first steps and accountability.