



"Agribusiness ... It's Our Business™"

## 2010 Agribusiness Conference Schedule

### Sacramento, CA

March 17-18

AFIS Parts 1, 2, 3 and Breakouts

### Columbus, OH

May 17-18

AFIS Part 2 and Breakouts

### Denver, CO

June 21-22

AFIS Part 1, Part 3 and Breakouts

### Las Vegas, NV

July 12-13

AFIS Part 1 and Breakouts

### Bozeman, MT

August 2-3

AFIS Part 2

### Wichita, KS

August 16-17

AFIS Part 1 and Breakouts

### Richmond, VA

September 20-21

AFIS Parts 1, 2, 3 and Breakouts

### Des Moines, IA

October 18-19

AFIS Parts 1, 2, 3 and Breakouts

### Bismarck, ND

November 1-2

AFIS Part 1 and Part 3

### East Peoria, IL

November 8-9

AFIS Part 1

#### Grand Conference Sponsor



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Agribusiness

On Your Side™

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#### National Agribusiness Conference Partners





# About the Conference



The Agribusiness Conference is an unique opportunity to learn about the farm and agricultural industry; network with agribusiness insurance professionals and to earn the Agribusiness and Farm Insurance Specialist Designation (AFIS). Participants can attend the AFIS Classes or Breakout Sessions in locations where they are offered.

## REASONS TO ATTEND

- L**EARN about Ag/Farm Insurance
- E**ARN the AFIS Designation
- A**TTEND Specialized Breakout Sessions
- R**ECEIVE CE Credits
- N**ETWORK with Farm Insurance Professionals

## WHO SHOULD ATTEND

- Agency Principals, Producers, Support Staff
- Farm Labor Contractors and Growers
- Risk Managers
- Company Underwriters and MGAs
- Claims and Loss Control

## INSURANCE CE CREDITS

Insurance continuing education credit for property and casualty licences is available in most states. The number of hours approved vary from state to state. For the most current listing of continuing education hours by state, refer to our website at [www.AgribusinessConference.com](http://www.AgribusinessConference.com).

## AGENDA - DAY 1

7:30am	Registration and Light Continental Breakfast
8:30am	AFIS Classes Begin
9:00am	Breakout Sessions Begin (1 per morning)
12:00pm - 1:00pm	Lunch may be included in Conference Registration
1:00pm - 5:00pm	Afternoon Sessions AFIS Parts 1, 2, & 3 Breakout Sessions (2 per afternoon)
5:00pm - 6:00pm	Reception

## AGENDA - DAY 2

7:00am - 8:00am	Light Continental Breakfast
8:00am - 11:50am	Morning Sessions AFIS Parts 1, 2, & 3 Breakout Sessions (2 per morning)
12:00pm - 1:00pm	Lunch may be included in Conference Registration
1:00pm - 2:30pm	Afternoon Session AFIS Parts 1, 2, & 3 Breakout Sessions (1 per afternoon)
2:30pm	Conference Adjourns
2:50pm - 4:30pm	AFIS Exam



## ABOUT THE AFIS DESIGNATION

The AFIS Designation is the foremost specialized designation for the specialist in agricultural and farm insurance. The designation showcases experts in their respective fields bringing a depth of education unparalleled in the industry.

**The Exam is mandatory only for those pursuing the AFIS Designation.**

## HOW TO OBTAIN THE AFIS DESIGNATION

There are three parts of the designation which can be taken in any order---AFIS 1, 2 and 3.

Participants must attend the course study for each of the AFIS parts. Each part consists of two days of classes and an exam administered at the end of the second day. After successful completion of all three exams, participants will earn the AFIS designation. Participants have five (5) years to take all three parts of the AFIS designation.

TOPIC	AFIS Part 1	AFIS Part 2	AFIS Part 3
DAY 1 8:30am-5pm	Farm Property Exceptions & Comparisons (TX only)	Agribusiness Risk Management Farm Automobiles & Equipment	AAIS Agricultural Output Policy Equipment Breakdown Agricultural Crime
DAY 2 8am-2:30pm	Farm Liability Umbrella & Excess	Workers' Compensation & Migrant Workers' Act Crop Insurance	Livestock Insurance Animal Mortality and Equine Agricultural Pollution Transportation Exposures
2:50-4:20pm	EXAM	EXAM	EXAM

## EXAM INFORMATION

- Exams for all three parts consist of fifty (50) multiple choice questions. The questions are standardized.
- Individuals taking the exams can reference their forms book provided to them at the conference during the exam.
- CD-Rom Course Materials are available for each AFIS part for a fee of \$15.00.
- AFIS Pre-Tests are available online for a fee of \$35.00 at [www.InsuranceExaminator.com](http://www.InsuranceExaminator.com).
- Participants can re-take an exam for any part of the AFIS designation. Retake exams are available on the first day of any scheduled conference or other arrangements can be made by upon approval by ISC.

## HOW TO MAINTAIN YOUR AFIS DESIGNATION

AFIS Designees have two requirements to meet once they earn the designation:

- (1) **Annually**, AFIS Designees should complete *any CE Seminar, ISC Webinars (6 CE Minimum) or Farm Conference* offered by their Big I State Association, PIA of North Dakota, State Farm Bureaus, Company Training, or the RMA/USDA.
- (2) **Every three (3) years** from the date the designation is received, AFIS Designees must attend any Agribusiness Conference conducted by Insurance Skills Center.





# Breakout Sessions



Breakout Sessions provide specialized agricultural and farm education taught by experts in those fields. Breakout Sessions can be taken at conferences in lieu of attending the AFIS Designation classes. In addition, Breakout Sessions are available to AFIS Designees for their AFIS continuing education requirement. At each conference, individuals can take a total of six (6) Breakout Sessions. Participants will choose one (1) Breakout Session for each time slot per day. The code for each Breakout Session must be indicated on the registration form. Breakout Sessions are on a first-come, first-served basis and fill up quickly. For more information about topics and instructors, go to [www.AgribusinesConference.com](http://www.AgribusinesConference.com)

## WESTERN CONFERENCE - SACRAMENTO, CA - MARCH 17-18, 2010

CODE	DATE	TIME	TOPICS
CAB01	3/17	9:30 - 11:50	Farm / Ranch Safety & Loss Control <b>NEW SAFETY SERIES</b>
CAB02	3/17	9:30 - 11:50	Food Product Contamination & Recall
CAB03	3/17	9:30 - 11:50	Truckers & Motor Carrier Coverage for Agriculture
CAB04	3/17	9:30 - 11:50	Green Building Exposures and Insurance
CAB05	3/17	1:00 - 2:50	Machine Guarding for Agriculture <b>NEW SAFETY SERIES</b>
CAB06	3/17	1:00 - 2:50	Agricultural Pollution (4 Hours)
CAB07	3/17	1:00 - 2:50	Wineries & Vineyards: Risk Exposures & Insurance (4 Hours)
CAB08	3/17	1:00 - 2:50	Impact of Prop. 2 (Animal Confinement) & Animal Welfare
CAB09	3/17	3:10 - 5:00	Heat Illness Prevention <b>NEW SAFETY SERIES</b>
CAB10	3/17	3:10 - 5:00	Agricultural Pollution (Continues)
CAB11	3/17	3:10 - 5:00	Wineries & Vineyards (Continues)
CAB12	3/17	3:10 - 5:00	Emerging Ag Issues On The Horizon: AB 32 and Air Quality

CAB13	3/18	8:00 - 9:45	Safety Laws & Regulations <b>NEW SAFETY SERIES</b>
CAB14	3/18	8:00 - 9:45	Equine 101 & Loss Control
CAB15	3/18	8:00 - 9:45	The Changing Face of Farm Exposures
CAB16	3/18	8:00 - 9:45	Business Income & Intellectual Property Ag Considerations
CAB17	3/18	10:05 - 11:50	Farm Labor/Contractor/Grower/Relationship <b>NEW SAFETY SERIES</b>
CAB18	3/18	10:05 - 11:50	Beef Cattle & Feedlots
CAB19	3/18	10:05 - 11:50	Ag Contracts & Agreements: Hidden Dangers
CAB20	3/18	10:05 - 11:50	Executive Ag Risks (D&O, EPLI, Fiduciary & Crime)
CAB21	3/18	1:00 - 2:30	Vineyard Safety <b>NEW SAFETY SERIES</b>
CAB22	3/18	1:00 - 2:30	Methane Digesters, Wind Power & Solar Photovoltaics
CAB23	3/18	1:00 - 2:30	Farm Equipment: Business Auto vs. Inland Marine
CAB24	3/18	1:00 - 2:30	Dairy Operations & Insurance



# Breakout Sessions



## OHIO CONFERENCE - COLUMBUS, OHIO - MAY 17-18, 2010

CODE	DATE	TIME	TOPICS
OHB01	5/17	9:00 - 11:50	Equine Activity Liability Acts
OHB02	5/17	1:00 - 2:50	Loose Livestock Liabilities & Legalities
OHB03	5/17	3:10 - 5:00	Grain Elevators
OHB04	5/18	8:00 - 9:50	AAIS AgGL: Liability Coverage For Today's Agriculture
OHB05	5/18	10:10 - 11:50	Farm / Ranch Safety and Loss Control
OHB06	5/18	1:00 - 2:30	Beef Cattle Feedlots

## ROCKY MOUNTAIN CONFERENCE - DENVER, CO - JUNE 21-22, 2010

CODE	DATE	TIME	TOPICS
COB01	6/21	9:00 - 11:50	Tech Trends In The Field, Dairies, Hog & Poultry Operations
COB02	6/21	1:00 - 2:50	Agri-tourism Insurance: A Growing Industry
COB03	6/21	3:10 - 5:00	Agricultural Equipment Insurance
COB04	6/22	8:00 - 9:50	Equine 101 & Loss Control
COB05	6/22	10:10 - 11:50	Methane Digestors, Wind Power & Solar/Photovoltaics
COB06	6/22	1:00 - 2:30	Beef Cattle Feed Lots

## SOUTH CENTRAL CONFERENCE - LAS VEGAS, NV - JULY 12-13, 2010

CODE	DATE	TIME	TOPICS
NVB01	7/12	9:00 - 11:50	Agricultural Pollution Exposures
NVB02	7/12	1:00 - 2:50	AAIS AgGL: Liability Coverage For Today's Agriculture
NVB03	7/12	3:10 - 5:00	Tech Trends in the Field, Dairies, Hog and Poultry Operations
NVB04	7/13	8:00 - 9:50	Ag Contracts & Agreements
NVB05	7/13	10:10 - 11:50	Ag Loss Control Techniques: Proven & Deliver To The Bottom Line
NVB06	7/13	1:00 - 2:30	Green Building Exposures and Insurance

## SOUTH CENTRAL CONFERENCE - WICHITA, KS - AUGUST 16-17, 2010

CODE	DATE	TIME	TOPICS
KSB01	8/16	9:00 - 11:50	Agricultural Pollution Exposures
KSB02	8/16	1:00 - 2:50	Farm / Ranch Safety & Loss Control
KSB03	8/16	3:10 - 5:00	Tech Trends in the Field, Dairies, Hog and Poultry Operations
KSB04	8/17	8:00 - 9:50	Ag Contracts & Agreements: Hidden Dangers
KSB05	8/17	10:10 - 11:50	Ag Loss Control Techniques: Proven & Deliver To The Bottom Line
KSB06	8/17	1:00 - 2:30	Farm Equipment: Business Auto vs. Inland Marine

For further information and registration, please visit the Kansas Association of Insurance Agents Registration Page at [www.KAIA.com](http://www.KAIA.com) or visit [www.AgribusinessConference.com](http://www.AgribusinessConference.com).

## SOUTHEAST CONFERENCE - RICHMOND, VA - SEPTEMBER 20-21, 2010

CODE	DATE	TIME	TOPICS
VAB01	9/20	9:00 - 11:50	Truckers & Motor Carrier Coverage For Agriculture
VAB02	9/20	9:00 - 11:50	Equine Coverage Disputes: What They Are & How To Prevent Them
VAB03	9/20	1:00 - 2:50	Agricultural Pollution Exposures
VAB04	9/20	1:00 - 2:50	Veterinary Malpractice
VAB05	9/20	3:10 - 5:00	Tech Trends in the Field, Dairies, Hog and Poultry Operations
VAB06	9/20	3:10 - 5:00	Green Building Exposures and Insurance
VAB07	9/21	8:00 - 9:50	Ag Loss Control Techniques: Proven & Deliver To The Bottom Line
VAB08	9/21	8:00 - 9:50	Agri-tainment Exposures & Insurance
VAB09	9/21	10:10 - 11:50	Food Product Contamination & Recall
VAB10	9/21	10:10 - 11:50	AAIS AgGL: Liability Coverage For Today's Agriculture
VAB11	9/21	1:00 - 2:30	Methane Digesters, Wind Power & Solar Photovoltaics
VAB12	9/21	1:00 - 2:30	Farm Equipment: Business Auto vs. Inland Marine

## MIDWEST CONFERENCE - DES MOINES, IA - OCTOBER 18-19, 2010

CODE	DATE	TIME	TOPICS
IAB01	10/18	9:00 - 11:50	Truckers & Motor Carrier Coverage For Agriculture(and Don't Do)
IAB02	10/18	9:00 - 11:50	Livestock Event Liabilities
IAB03	10/18	1:00 - 2:50	Grain Elevators
IAB04	10/18	1:00 - 2:50	Veterinary Malpractice
IAB05	10/18	3:10 - 5:00	Business Income & Intellectual Property Ag Considerations
IAB06	10/18	3:10 - 5:00	Beef Cattle Feedlots
IAB07	10/19	8:00 - 9:50	Tech Trends in the Field, Dairies, Hog and Poultry Operations
IAB08	10/19	8:00 - 9:50	Farm / Ranch Safety & Loss Control
IAB09	10/19	10:10 - 11:50	Green Building Exposures and Insurance
IAB10	10/19	10:10 - 11:50	AAIS AgGL: Liability Coverage For Today's Agriculture
IAB11	10/19	1:00 - 2:30	Methane Digesters, Wind Power & Solar Photovoltaics
IAB12	10/19	1:00 - 2:30	Farm Equipment: Business Auto vs. Inland Marine

## EXHIBITOR & SPONSORSHIP OPPORTUNITIES

If your company would like to find out more about exhibiting and sponsorship opportunities, please contact Nic Seperas at 415-913-2511 or visit [www.AgribusinessConference.com](http://www.AgribusinessConference.com) to download the forms. During both days of the conference, sponsoring companies have exhibits and products information available for attendees.

National Agribusiness Conference Partners



# Meeting Venue / Accommodations



## HOTEL INFORMATION

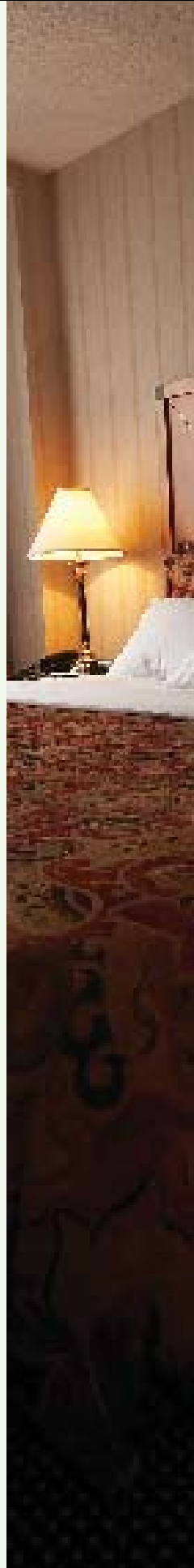
When reserving hotels at any of the conferences, mention the Group Code “Agribusiness Conference” in order to get the conference rates. Please reserve your lodging early, as the hotel rooms sell out quickly. **IMPORTANT:** Reservations made after the cut-off dates indicated below per location, will be accepted on a space availability basis only. **Room Rates are not guaranteed. Early reservations are strongly encouraged.**

CONFERENCE	HOTEL	INFORMATION
<b>Sacramento, CA</b> March 17-18	Radisson Resort Sacramento 500 Liesure Lane Sacramento, CA 95815 916-922-2020	- Discounted room rates of \$99/night single or double occupancy until Feb 23rd. Ask for Group Code: Agribusiness Conference. More hotels are available. Check <a href="http://www.AgribusinessConference.com">www.AgribusinessConference.com</a> for info.
<b>Columbus, OH</b> May 17-18	Hyatt On Capitol Square 75 E. State Street Columbus, OH 43215 614-228-1234	- Discounted room rates of \$115/night single or double occupancy are available until April 23rd. Ask for Group Code: Agribusiness Conference
<b>Denver, CO</b> June 21-22	Crowne Plaza Denver Airport 15500 East 40th Avenue Denver, CO 80239 303-371-9494	- Discounted room rates of \$109/night single or double occupancy available until May 28th. Ask for Group Code: Agribusiness Conference
<b>Las Vegas, NV</b> July 12-13	M Resort 12300 Las Vegas Boulevard South Henderson, NV 89044 702-797-1000	- Discounted room rates of \$110/night single or double occupancy are available until June 18th. Ask for Group Code: Agribusiness Conference
<b>Bozeman, MT</b> August 2-3	The Hilton Garden Inn 2023 Commerce Way Bozeman, MT 59715 406-582-9900	- Discounted room rates of \$129/night single or double occupancy are available until July 2nd. Ask for Group Code: Montana Insurance Education Fnd.
<b>Wichita, KS</b> August 16-17	The Hyatt Regency Wichita 400 West Waterman Wichita, KS 67202 316-293-1234	- Discounted room rates of \$108/night single/double occupancy or \$133/night (includes breakfast & internet) are available until July 28th. Ask for Group Code: Kansas Association of Ins. Agents.
<b>Richmond, VA</b> Sept. 20-21	Holiday Inn Select/Koger 1021 Koger Center Blvd Richmond, VA 23235 804-379-3800	- Discounted room rates of \$109/night single or double occupancy are available until August 31st. Ask for Group Code: Agribusiness Conference
<b>Des Moines, IA</b> Oct. 18-19	Embassy Suites on the River 101 East Locust St. Des Moines, IA 50309 515-244-1700	- Discounted room rates of \$134/night single or double occupancy are available until September 13th. Breakfast is included with lodging. Group Code: Agribusiness Conference
<b>Bismarck, ND</b> Nov. 1-2	Radisson Hotel Bismarck 605 East Broadway Ave Bismarck, ND 58501 701-255-6000	- Discounted room rates of \$89/night single or double occupancy are available until October 8th. Ask for Group Code: Agribusiness Conference.
<b>East Peoria, IL</b> Nov. 8-9	Embassy Suites Hotel & Conference Center 100 Conference Center Drive East Peoria, IL 61611 309-694-0200	- Discounted room rates of \$124/night single or double occupancy are available. Ask for Group Code: Agribusiness Conference.

## ADA COMPLIANCE CANCELLATION POLICY

Please advise ISC of any disability you may have so that we can accommodate you in accordance with Title III of ADA (American with Disabilities Act). Your requests for accommodation should be submitted in writing as part of your registration.

- Individuals can transfer their registration to another person or conference upon written notice.
- Individuals can receive a full refund for monies received if written notice is received (30) days prior to the commencement of the conference.
- Individuals will incur a \$200.00 non-transferable cancellation fee if the notice is received (15) days prior to the commencement of the conference.
- Cancellations received less than (2) weeks prior to the commencement of the conference will receive no refund. There is no refund allowed for no-shows at a conference.
- Walk-ins are welcome on a space available basis.
- ISC reserves the right to cancel or reschedule any scheduled conference and will provide notification to all attendees. If ISC cancels the conference all registration fees will be refunded. ISC is not responsible for airfare, lodging or other expenses, including any airline penalties incurred.



**Important: To register for these three conferences, please visit these web sites:**

- Bozeman, MT (Register at [www.IIAMT.org](http://www.IIAMT.org))
- Wichita, KS (Register at [www.KAIA.com](http://www.KAIA.com))
- East Peoria, IL (Register at [www.IIAofIllinois.org](http://www.IIAofIllinois.org))

**To expedite your registration, register online at  
[www.InsuranceSkillsCenter.com](http://www.InsuranceSkillsCenter.com)  
where you can pay by check or credit card.**

### Registration Fees:

<b>Sacramento, CA</b>	<i>by 2/18 - \$459</i>	<i>after 2/18 - \$499</i>
<b>Columbus, OH</b>	<i>by 4/17 - \$410</i>	<i>after 4/17 - \$449</i>
<b>Denver, CO</b>	<i>by 5/21 - \$410</i>	<i>after 5/21 - \$449</i>
<b>Las Vegas, NV</b>	<i>by 6/12 - \$410</i>	<i>after 6/12 - \$449</i>
<b>Richmond, VA</b>	<i>by 8/20 - \$459</i>	<i>after 8/20 - \$499</i>
<b>Des Moines, IA</b>	<i>by 9/18 - \$459</i>	<i>after 9/18 - \$499</i>
<b>Bismarck, ND</b>	<i>by 10/2 - \$410</i>	<i>after 10/2 - \$449</i>

**If paying by check, make check  
payable to *Insurance Skills Center*  
7041 Koll Center Pkwy, Suite 290  
Pleasanton, CA 94566**