


Independent Insurance Agents of Iowa

ANNUAL CONVENTION

August 29 & 30, 2023

A large, stylized target graphic is centered in the background. It consists of two concentric circles and a central bullseye. The bullseye is a small red circle. Four thick, grey lines radiate from the center to the outer edge of the target, dividing it into four quadrants. The target is overlaid on a light blue background with white, stylized clouds at the bottom.

TARGETING THE FUTURE

Prairie Meadows Convention Center

BIG i | IOWA

SCHEDULE AT A GLANCE

TUESDAY, AUGUST 29, 2023

9:00 a.m. Golf - Terrace Hill Golf Course is an 18-Hole Championship Public Golf Course located in Altoona, Iowa. See registration for more details.

9:00 a.m. - 12:00 p.m. Targeting Ethics Seminar - Bob Skow (3 hrs. CEC)

12:00 p.m. - 12:30 p.m. Lunch (grab & go, seminar attendees only)

12:30 p.m. - 3:00 p.m. Property & Co-Insurance - Artificial Intelligence - Carey Wallace (3 hrs CEC)

4:00 p.m. - 6:30 p.m. Trade Show and Charity Bag Toss, hosted by Young Agents

Dinner on your own

WEDNESDAY, AUGUST 30, 2023

6:30 a.m. - 8:00 a.m. Breakfast - Bishop A/B

8:15 a.m. Annual Meeting & National Anthem - Bishop A/B - Members Only

	Agency Management Bishop C	Insurance CEC Track Skinner A&B (up to 3 hrs. CEC)
8:30 a.m. - 10:15 a.m.	Maximizing the Value of your Agency Carey Wallace	Insurance Industry Updates & Resources Jared Kirby & Sonya Sellmeyer
10:30 a.m. - 11:55 a.m.	Future of Insurance - Jason Gross	Life Health Insurance Bobby Shomo

12:00 p.m. Lunch - Bishop A/B

1:00 p.m. Keynote Speaker - Robert O'Neill

2:00 p.m. Awards, Installation of Officers and Prize Drawings

Adjourn - thank you for coming

IIAI Annual Convention Registration

August 29 & 30, 2023

Agency/Company _____

Address _____

Town/City _____ Zip _____

Phone _____

Email address _____

Please register the following from our Agency/Company:

Cancellations received on or before August 11, 2023 will be fully refunded. No refunds after this date.

Name & Designations	Email Address	Tuesday		Agency Management	Wednesday	or	CEC
		Ed Seminar	am				
_____	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
_____	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
_____	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
_____	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>

Member Registration _____ @ \$159 _____

Spouse Registration _____ @ \$85 _____

Non-Member Registration _____ @ \$209 _____

Total \$ _____

Please check if you are a: first time attendee first time young agent (under 40)

CONVENTION GOLF TOURNAMENT

Cut off date to register is August 11th!

Many great prizes will be awarded, with team awards based on four flights. Winners will be posted, and prizes distributed at the IIAI registration desk. Registration is limited! Registration includes green fees, cart, and lunch. Golf is available for the first 120 registrants.

What: Four Person Best Shot

When: Tuesday, August 29, 2023

Where: Terrace Hill Golf Course

Time: Shot Gun Start at 9:00 a.m.

8700 NE 46th Ave, Altoona, IA

Fee: \$90.00 (individual)

YOU MAY ARRANGE YOUR OWN FOURSOME OR PAIRINGS WILL BE SET BY IIAI.

Name & Agency

Golf Handicap

Total \$ _____

Mail to: IIAI, 4000 Westown Parkway, Suite 200, West Des Moines, IA 50266 or register online @ www.iiaiowa.org

IIAI Office Only: Convention \$ _____ Golf \$ _____ Total Amount \$ _____

Date Paid _____ Method of Payment _____ Check # _____



IIAI Annual Convention | August 29 & 30, 2023 Hotel Reservations

Prairie Meadows Hotel - Convention Facility

\$145.00 – Doubles & Kings

\$175.00 – Junior King Suite

\$244.00 – King Suite

Call 515-957-3000 to make reservation

Event Name – Independent Insurance Agents of Iowa

Attendee Link to reserve a room online: bit.ly/3WRFvrn

Group Code: 082823

Password: 863000098

Cut-Off Date – August 8, 2023

Other Hotel Facilities

- Hampton Hotel & Suites – 515-967-5774
- Adventureland Inn – 515-265-7321
- Best Western Plus– 515-967-2400
- Holiday Inn Express – 515-967-1855
- My Place Hotel – 515-348-7161
- Comfort Inn – 515-967-4412
- Hyatt Place Altoona – 515-520-8300
- La Quinta by Wyndham – 515-706-1507
- Fairfield Inn & Suites by Marriott – 515-446-9888
- Super 8 by Wyndham – 515-967-7888

REGISTRATION CANCELLATION & REFUND POLICY: Call the hotel directly for room cancellation and refund information.

The CONFERENCE SPEAKERS



JASON GROSS
VP & HEAD OF PLATFORM
MANCHESTERSTORY



JARED KIRBY
IOWA INSURANCE DIVISION



SONYA SELLMAYER
IOWA INSURANCE
DIVISION



BOBBY SHOMO, CIC, MBA
CO-OWNER SHOMO-
MADSEN INSURANCE



BOB SKOW,
CPCU, CAE



CAREY WALLACE
FOUNDER & CONSULTANT
AGENCY FOCUS

Keynote Speaker

ROBERT O'NEILL | FORMER SEAL TEAM SIX LEADER,
NAVAL SPECIAL WARFARE DEVELOPMENT GROUP

Robert is one of the most highly decorated combat veterans of our time. He served on SEAL Team Two, SEAL Team Four and eight years on the legendary SEAL Team Six. Having taken part in and leading over 400 combat missions, Rob operated in Liberia, The Balkans, The Persian Gulf and Indian Ocean, Ukraine, Iraq, Afghanistan and Pakistan.

Rob took part in the rescue for Operation Red Wings, which extracted the Lone Survivor, Marcus Luttrell, he was the lead jumper for the rescue operation that saved Captain Richard Phillips from Somali pirates and he was a Team Leader for Operation Neptune's Spear, the mission to kill Osama bin Laden.



BIG I PARTNERS 2023

DIAMOND



**Independent Agents
Service Corp.**



PLATINUM



GOLD



SILVER

Continental Western Group
Farmers Mutual Hail Ins. Company
Imperial PFS

Merchants Bonding Company
NAU Country Insurance
North Star Mutual Insurance Company
West Bend Mutual Insurance Company

BRONZE

Accident Fund Ins. Co. of America
Acuity
Amerisafe
Auto-Owners Insurance
Branch Insurance
Columbia Insurance Group
Encova Insurance
Great American Insurance Companies
Hastings Mutual Insurance Company
Keystone Insurance Group
Midwest Insurance Agency Alliance
Pekin Insurance

Philadelphia Insurance Companies
Pie Insurance
Platinum Supplemental Insurance
Previor Insurance
ProAg
Rain and Hail
Rural Community Insurance Companies
SFM Mutual
Society Insurance
Stonetrust Commercial Insurance Co.
Western National Insurance
Westfield Insurance