NEW LOCATION!

1000 Attendees Expected

TUESDAY
APRIL 30th
2019

Largest Independent Insurance Agent and Company Expo in the Midwest!

MIIAB EXPO 2019

Mystic Lake Center • Prior Lake, MN

Morning Education

Awards Luncheon

Special Guest Speaker

Steve Kelly

MN Department of Commerce
Commissioner

EXHIBIT HALL

90 Exhibitors

Reception hosted by the Emerging Leaders

Largest Independent Insurance Agent & Company Expo in the Midwest

8:30am - 11:30am Breakout Sessions

Account Managers...Agency Service Tips and Technology Tools (3 CE's)

Isanti 1

This session will discuss common agency service procedures and best practices to keep your agency running smoothly. We will also review potential E&O challenges and address strategies to mitigate E&O risks. The session will explore common operational blind spots that can lead to an E&O claim, but is not intended to be an in-depth review of all the information examined in an E&O audit. Upon completion of this seminar, participants will have the ability and understanding to conduct themselves with service manners within the scope of their duties in the insurance industry. Attendees will leave the session with practical strategies to improve performance and service at their agencies.

MIIAB Tools to Survive & Thrive

Isanti 2

"Exciting Tools from MIIAB To Help Your Agency Survive in a Changing Insurance Environment"

This breakout will drill through many of the current tools that MIIAB has to offer our members. From ease of doing business to hiring new talent in your agency, to promotion of your agency to customers, to evaluating your agency's worth…we've got you covered! Come to hear about these programs and then visit them at the EXPO that afternoon!

Social Engineering Attacks-*What will they think of next?* (3 CE's)

Isanti 3

Cybercrime is the fastest growing crime and is constantly evolving. Once you think you understand the policy forms and exposures, it all changes. The carriers are forced to update their policies because the criminals are finding new ways to monetize our cyber vulnerabilities. This course will provide agents with an understanding of the new types of criminal activity from social engineering to sextortion and how the policy form responds…..or not. It is designed to increase the awareness of new Cyber risks, the laws and ways to protect. At the end of this session, participants will be able to understand the new social engineering type exposures, understand the new laws with computer security and notification, discuss claims examples, identify social engineering coverage triggers and exclusions, understand the costs associated with these claims.

11:45am-1:00pm Awards Luncheon

Waconia 1-4

Hal Tiffany, Jr., CIC
MIIAB President
2018

MIIAB Awards
Company Award of Excellence
Company Rep of the Year
Agency of the Year
Emerging Leader of the Year
Agent of the Year
Presidents Award

Kelly Bowe. CIC
MIIAB President
2019

Special Guest Speaker

Steve Kelly

MN Department of Commerce Commissioner

1:00pm-4:30pm Exhibit Hall

Minnetonka

3:30pm-5:30pm Reception hosted by the Emerging Leaders

Pre-Function front of Minnetonka/Isanti

Thank You

MN Independent Insurance Agents & Brokers Association

to our 2019 MIIAB Partners

DIAMOND

AAA
Arlington/Roe
Auto-Owners Insurance — Life · Home · Car · Business
EMC Insurance
Grinnell Mutual
IMT Insurance
Liberty Mutual Insurance
North Star Mutual Insurance Company
Progressive
Safeco Insurance — A Liberty Mutual Company
Safelite AutoGlass
The Main Street America Group
West Bend — A Mutual Insurance Company
Western National Insurance — The relationship company

PLATINUM

acuity Insurance
Integrity Insurance
Nationwide — Is on your side
SFM — The Work Comp Experts
Swiss Re
TBG

GOLD

Badger Mutual Insurance
Encompass Insurance Company
Foremost Insurance Group
NAU Country Insurance
Northern States Agency
Risk Administration Services
RPS
SECURA Insurance Companies

SILVER

Accident Fund
American Modern Insurance Group
AmTrust North America
Berkshire Hathaway GUARD Insurance
Brownson Norby, PLLC
Burns & Wilcox
CNA Insurance
Chubb Group
Continental Western Group
ePayPolicy
Erickson-Larsen, Inc.
Great Northwest Insurance Company
ICC Restoration & Cleaning Services
ICW Group Insurance Companies
IFC National Marketing, Inc.
Imperial PFS
Katapult Network
Kemper Personal Insurance
Mackinaw Administrators
Midwest Family Mutual
MN Workers Comp Insurers Association
Motorists Insurance Group
Philadelphia Insurance Companies
Premco Financial Corporation
Prime Insurance Company
R-T Specialty, LLC.
ServiceMaster & Superior Construction
State Auto Companies
The Hanover Insurance Group
The Insurance School
Tomsche, Sonnesyn & Tomsche, PA
Travelers Companies, Inc.
Trifuse Technologies, Inc.
United Fire Group
Universal Property & Casualty
Westfield Insurance
Workers Compensation Specialist