

# insurEXPO16

BEST PRACTICES FOR AGENCY ACHIEVEMENT

APRIL 25-26, 2016 · Downtown Marriott · Richmond, VA

Trends of Top Performing Agencies

Continuing Education

Special Guest, Bobby Reagan, CPCU  
Reagan Consulting

Inspiring Industry Speakers

Exhibit Hall

Networking Opportunities

Register at

[www.iiav.com](http://www.iiav.com)



*insurEXPO16* is a fast-paced, 24 hour event offering maximized learning and networking while minimizing your time away from the office. This premier event allows you to find markets for your agency and cultivate new relationships or expand current ones with a wide range of insurance companies and vendors. In addition to “can’t miss” General Sessions, *insurEXPO16* will feature your choice of breakout sessions offering continuing education and valuable information to take back to your agency. This event is beneficial to all agencies – captive or independent. All employees are encouraged to attend including principals, producers and account managers.

## Schedule at a glance

### Monday, April 25

- 10:30 am – 5:30 pm Registration Open
- 10:30 am Networking/Exhibit Hall Opens
- 11:00 am Networking Lunch with Exhibitors
- 1:00 pm – 3:00 pm Welcome & Opening Session  
with Bobby Reagan, CPCU, Reagan Consulting
- 3:00 pm – 4:00 pm Networking Break with Exhibitors
- 4:00 pm – 5:00 pm Breakout Sessions
  - Producer Recruiting and Development  
with Bobby Reagan, CPCU, Reagan Consulting
  - Key Considerations of Agency Acquisitions  
and Perpetuation Part 1 with Dave Tralka,  
President of InsurBANC
- 5:00 pm – 7:00 pm Networking Reception with Exhibitors
- 7:00 pm After Hours Networking - Enjoy Downtown  
Richmond’s Renowned Restaurant Scene

### Tuesday, April 26

- 7:00 am – 12:00 pm Registration Open
- 7:30 am – 8:30 am Breakfast with Exhibitors
- 8:30 am – 10:00 am Breakout Sessions
  - Leveraging Technology and the Sales Process  
with Dr. Wayne Slough, VCU Professor of Marketing
  - Key Considerations of Agency Acquisition and  
Perpetuation Part 2 with Dave Tralka, President of  
InsurBANC
- 10:00 am – 11:30 am Networking with Exhibitors  
(Including prize giveaways)
- 11:30 am – 12:30 pm The Future of Virginia’s Insurance  
Agencies with John Martin, CEO,  
GenerationsMatter



The Trusted Choice®

Event & Exhibitor Information at [www.iiav.com](http://www.iiav.com)

See which companies are attending *insurEXPO16*. A few booths remain – reserve yours today!

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## REGISTER ONLINE AT [www.iiav.com](http://www.iiav.com)

If registering by fax, e-mail or mail, complete the following:

Name:

Preferred Name for Badge:

Designations:

Agency Name:

Agency Mailing Address:

E-mail Address:

Phone Number:

State License Number:

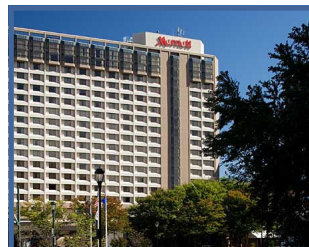
Please select license(s) held and positions in agency:

- P&C License    Health License    Life License  
 Owner/Principal    Producer    CSR/Account Manager

### Registration Fee

- Full 2-Day Registration: \$75  
 April 25 Only: \$50  
 April 26 Only: \$50

**PROMO Code** (If Applicable)



### Hotel Information

Richmond Downtown Marriott  
500 East Broad Street, Richmond, VA 23219  
804-643-3400 or 800-228-9290  
IIAV Room Rates: \$159.00 Single/Double

### How to Register



#### Credit Card Payment

Online            [www.iiav.com](http://www.iiav.com)  
FAX                804-747-6557  
E-mail             Tchester@iiav.com

#### Payment by check, mail to IIAV

8600 Mayland Drive  
Richmond, VA 23294

Questions? Teri Chester, [Tchester@iiav.com](mailto:Tchester@iiav.com)  
or call 804-747-9300

*Registration must include payment – forms received without payment will not be processed.*

**Check** (payable to IIAV)

#### Credit Card Information

Visa             MC             AMEX         Discover

Credit Card Number:

Expiration Date:

Security Code (required):

Print Name on Card:

Billing Address:

Signature:

**CANCELLATION POLICY:** No refunds will be made after April 8, 2016; substitutions however are accepted at any time. Any refunds made prior to April 8, 2016 will be charged a \$25 processing fee. No refunds will be issued for no-shows.  
**ADA POLICY:** IIAV complies with Title III of the Americans with Disabilities Act. We invite all registrants to advise us of any disability and any requests for accommodation to that disability. Your request should be submitted as far in advance as possible.