

## Word of the month: Invest

Setting yourself and your company up for success comes at a price. This price is an investment. There is no better time than now to visit how you **invest** your time and energy. How you manage your day and what you commit yourself to achieve your goals is important? Sometimes it can be easier if you know what your partners have to offer.

Do you access the tools and resources available to you? I am going to guess you are not aware of at least 50% of what the NIIA/Big I has to offer you and your team as members of the association. Be my guest, call me! 775-499-5844. Let me connect you with some of the best industry resources to provide a path to a thriving agency. Take this time to invest in yourself professionally with the development and educational offerings, marketing tools, markets, assessments, recruiting and hiring resources, technology information and recommendations, outreach, and much more.

Invest in your future by registering for the [NIIA Annual State Convention-Strength In Numbers](#), right in your backyard at the Green Valley Ranch Resort Spa Casino - Henderson, Nevada June 14. Whether you are an agency owner, part of the management team, producer, or account manager the topics for discussion will enhance your knowledge and your outlook on growing your agency. Discussions regarding Leadership, Industry Legislation & Regulation, Driving business and growth through Diversity & Inclusion. This is the one convention you do not want to miss.

Invest in your emerging leaders by signing them up for the [Emerging Leaders' Summit](#) brought to Nevada by Imperial PFS and Markel Specialty, scheduled for June 15 at the Green Valley Ranch Resort Spa Casino. This is a one-day event where they can level up their playbook, identify biases and learn to use them to develop better leadership skills, mental health, and grow their book of business.

The presentations created with independent agents in mind offer relevant topics by speakers and panelists who are top in their field and are sharing their coaching and business development skills with attending independent agents.

Of course, we kick off the conferences with fun. Join us Monday, June 13 for golf at the Rio Secco or Painting at the Pinot's Palette then support the Emerging Leaders GIVE benefiting **Kids Chance of Nevada** at the ELC Welcome Reception. There you can enjoy cornhole toss, axe throwing, networking, food & beverage, and the Thrillbilly Deluxe band.

Make an investment in your agency, sign up today for early bird pricing. you will not be disappointed with the events your Nevada Independent Insurance Agents Association has put together.

Call me! I am here to help you get the best return on your investment with the NIIA/Big I.

Susan Bauman  
Executive Director, NIIA

