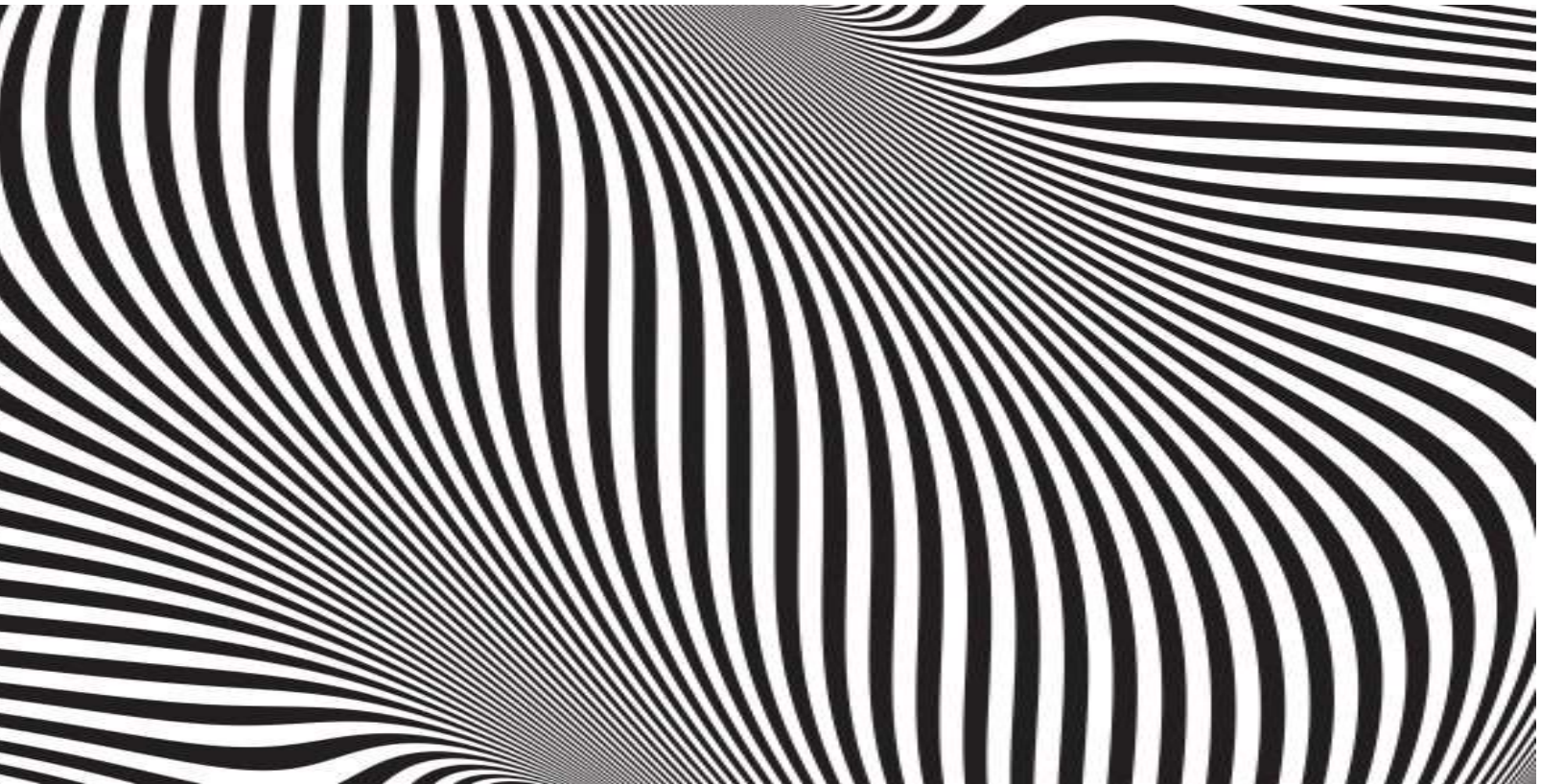


Where Nevada independent insurance leaders and innovators meet to create opportunity and growth!

Not your ordinary tradeshow.

- Designed for the Property and Casualty Agent
- Expert "Tech Talk" Presentations
- Emerging Leaders
- Marketplace Floor for Company Exhibitions
- Food/Beverage and Entertainment
- Agent Appreciation and Raffle Prizes
- The Best Networking Event in 2020



Over 70 companies will be represented to showcase their products and services.

Schedule of Events

3:30 – 7:00 pm

Tradeshow Floor is Open

Tech Talks

4:00 PM

Tech Talk 1

Amazon Proof the Independent Agent: *Learn about the movement to digitally connect Independent Agents so they can secure an advantage*

Presented by: Matt Banaszynski, IIAW CEO & Jeff Dehn, DAIS

5:00 PM

Tech Talk 2

Build, Grow, Thrive as an Independent Agent: *Learn how Trusted Choice's free resources can help you excel in 2020!*

Presented by: Joseph Cox, Trusted Choice

6:00 PM

Tech Talk 3

Agency of the Future: *This Talk is designed for everyone, from agency owners to producers to CSRs to insurance company employees. What will the agency of the future look like?*

Presented by: Matt Banaszynski, IIAW CEO

Winner Winner

It has become a tradition of the NIIA Tradeshow to appreciate independent agents and all they do for the industry. Throughout the event lucky attendees will have the chance to win a variety of prizes ranging in value. Drawings will be held throughout the event starting at 4 PM with the Grand Prize to be awarded at 6:45 pm. *Must be present to win.*

Raffle Prize Itinerary:

- 4:15 pm **Raffle Drawing** *(special prize for the first 100 agents)*
- 4:45 pm **Raffle Drawing**
- 5:15 pm **Raffle Drawing**
- 5:45 pm **Raffle Drawing**
- 6:15 pm **Raffle Drawing**
- 6:45 pm **GRAND PRIZE**

Many more prizes will be given away throughout the event. Must be present to win. Prizes are for attending Independent Agents only.

Tech Talk Speakers



Matt Banaszynski

Chief Executive Officer

IIAW

Amazon Proof the Independent Agent

Cash has been pouring into online-only insurance from large carriers and other BigTech companies around the world. Learn about the movement to digitally connect Independent Agents so they can secure an advantage. A new and rising startup, DAIS, will discuss how it is making the industry agency-centric through the Internet of Insurance, a risk syndication network that will connect



Joseph M. Cox

Marketing Project Manager

IIABA/Trusted Choice

Build, Grow, Thrive as an Independent Agent

Learn how Trusted Choice's free resources can help you excel in 2020! A look ahead, into the future of the IA- highlighting some of the marketing tools agents might not be aware of that Trusted Choice/ Big I provide.



Matt Banaszynski

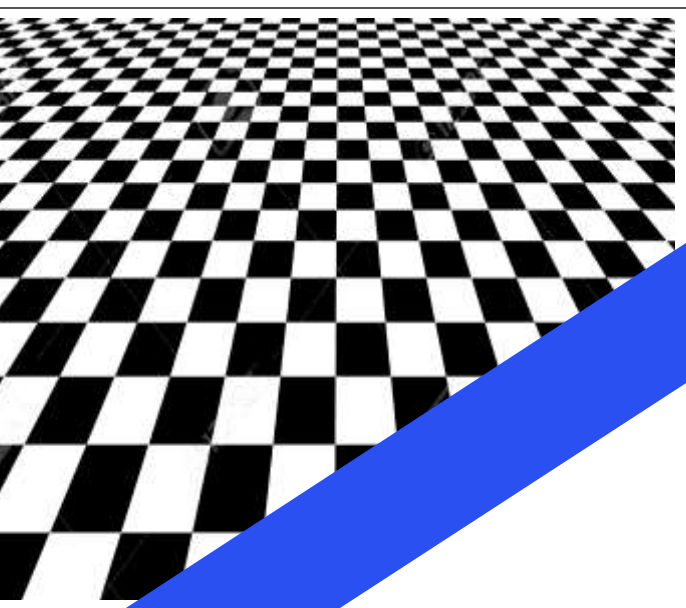
Chief Executive Officer

IIAW

Agency of the Future-

Automation, Internet of Things, Data and Analytics, Blockchain and Cryptocurrency, and Omni-Channel Sales and Service Model will all be covered in this presentation.

Tech Talks are designed for everyone, from agency owners to producers to CSRs to insurance company employees. You will not want to miss these cutting-edge discussions.



Who Should Attend?

Principals

Sales Managers

Producers

Account Managers

CSRs

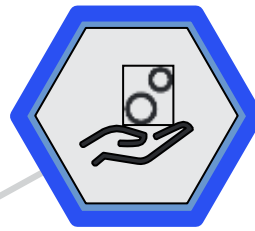
Independent Agents

Guest Room Reservations

Individual guest rooms can be reserved at a 20% discounted rate by calling the Atlantis reservations at 775-825-4700 let the reservation agent know the code word: "SOCIAL".

A friendly reminder, this rate will fluctuate depending on when you call in. The earlier the better the price will be for the room night. The code applies while availability exists.

In order to confirm/guarantee a room reservation, the Hotel will require a credit card guarantee of arrival for guest room and tax charges. First night's deposit must be guaranteed in advance by valid credit card.



3. Educational Sessions

Anytime you can learn new information and come away with an idea or two to improve your skills you should take advantage of the opportunity. Come to the session with a way to take notes; a note pad or electronic device. List action items so you are productive when you get back to your office. Ask for a copy of the handout or presentation, which may open an opportunity for an email exchange with the presenter.



2. Network, Network, Network!

Networking is the most valuable aspect of a tradeshow. However, remember networking is not “sales”. It is an opportunity for relationship development and maintenance. It is about quality not quantity. It is more productive to make a few strong introductions than just pass out a couple hundred business cards.

Be sure to meet a broad range of all the attendees. If you are bashful, challenge yourself and set a goal of a certain number you will engage in conversation with and exchange your business cards.

When meeting with exhibitors, they will be excited to speak with you. If they appear to be busy, make it a point to set up a time to continue your discussion later. Respect them and the time they must share with all the attendees.



1. Prepare

Tradeshows offer opportunities for education, networking and exposes you to new ideas and tools in the industry. It can be overwhelming, so plan your visits in advance. Check out the list of exhibitors and times of the educational offerings. This will help you recognize your priorities and ensure you accomplish your goals. Bring business cards and wear a professional name tag.



Tradeshow TIPS

Q. How Can I make the most from attending a resource expo or tradeshow?

A. Tradeshows are like short business boot camps. Everything you need to start or grow your business: potential partners, carriers, premium finance, management systems, rating systems, marketing, mentors and much more.



Nevada Independent Insurance Agents

NIIA 2019/2020 Board

Christopher Rogne, Chairman
Adam Heuer, Chairman Elect
Cindy Fleischer, Past President
Mark Swarts, National Director
Quincy Branch, Finance Chair
Steve Wilkins, Legislative Chair
Scott Menath, InsurPac/NIIPAC Chair
Vance Jolley, Director
Jana Foster, Director
Jennifer Fryer, Director
Todd Morse, Director
Jared Wilkins, ELC Chair

NIIA 2020 VISION

Tradeshow Committee:

Jana Foster,
Nevada Insurance Agency Co.
Donald Wong- DWJ Agency
Barbara Peay- CIG
Cliff Costa- Deans & Homer
Gene Knippers- CSE
Chris Garrison- RIC
Polina Ivanova- Med James
Liz McCarthy- Employers
Mike Mitchell-
Mitchell Risk Management

Registration

Option 1: Register Online

Simply click on the following link to complete your registration online:

<https://www.niia.org/Products/Pages/NIIATradeshow/default.aspx>

Option 2: Complete Form

Agency Name _____

Address: _____

Phone: _____ Website: _____

Attendee Name: _____ Title: _____

Email: _____

Attendee Name: _____ Title: _____

Email: _____

Attendee Name: _____ Title: _____

Email: _____

Attendee Name: _____ Title: _____

Email: _____

Attendee Name: _____ Title: _____

Email: _____

Copy form if you would like to register additional agents.

Please scan and email completed form to susan@niia.org by January 25, 2019

For assistance, contact the office 775-499-5844

Admission for ALL Independent Agents is FREE thanks to our Partners.