

YOUNG AGENTS

CONFERENCE

GUIDE

BORN TO LEAD

Building our Independent Agency's future

AUGUST 24 - 26, 2023
BEAU RIVAGE RESORT & CASINO



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GENERAL INFORMATION

Registration Center

The IIAM & IIABL staff is ready, willing, and able to assist you. Conference registration and program information are available at the Registration Center. If you have any questions or need information or assistance, contact our staff at the Registration Center.

Conference Registration, Badges & Tickets

Each and every person attending the conference must be registered. Conference attendees are issued badges which are to be worn to be admitted to all conference activities. Lost or damaged badges can be replaced at the Registration Center. Individual registrations for separate conference functions are not available.

Some conference functions require tickets for drinks. Tickets are included in your badge. Please make sure to bring your tickets to each function. Lost or damaged tickets can be replaced at the Registration Center.

Continuing Education

Conference general sessions are approved for 3 hours each of Continuing Education credit in Mississippi and Louisiana. Attendance is required for the complete program to qualify for CE credit. Please be sure to scan the QR code at the end of each session you attend and complete the electronic form to qualify for CE credit.

Conference certificates will be provided to IIAM members by request only. IIABL member certificates will be posted to their IIABL Community Hub account within 2 weeks of the conference concluding. CE credit will not be provided to attendees who do not attend the entire seminar and/or fail to complete the electronic CE form at the end of each CE session.

WELCOME!



Jared Thames, IIAM Young Agents Chair

Hennessey, Thames, & Leavitt Insurance Agency, Vicksburg, MS

On behalf of IIAM and IIABL's Young Agents Committees, welcome to Biloxi! This year's Young Agents Conference was tailored with all agents in mind which will be valuable and informative for Young Agents and the Young at Heart.

Thank you to all of our sponsors and exhibitors for their unwavering support throughout the years!

To you, our Agents and Industry Partners, thank you for always entrusting your staff to be a part of IIAM and IIABL's Young Agents Committee.

We trust that our time in Biloxi will be well spent!

Jared Thames
MS Young Agent Chair 2023-2024.

YOUNG AGENTS COMMITTEE LEADERSHIP



Jared Thames
IIAM YA Chair
Hennessey, Thames & Leavitt Ins. Agency



Clint Hanson
IIAM YA Vice-Chair
Columbus Insurance Services



Kristin Swanson Scott
IIABL YA Chair
The Swanson Group



Maggie Landy
IIAM YA Vice-Chair
Perkins-McKenzie Insurance Agency, Inc.



Michael Mobley
IIABL YA Secretary
Moore & Jenkins Insurance Agency

IIFBL & IIFAM Young Agents Conference

SCHEDULE OF EVENTS AUGUST 25, 2023

- | | |
|--------------------|--|
| 12:00 pm - 5:30 pm | Registration
<i>Promenade Registration Desk</i> |
| 12:00 pm - 4:00 pm | Exhibitor Setup
<i>Magnolia Ballroom</i> |
| 1:00 pm - 4:00 pm | Insights Into Effective Leadership
with Luke Nurnberger
<i>Camellia Ballroom</i> |
| 5:00 pm - 6:30 pm | Opening Reception with Exhibitors
<i>Magnolia Ballroom</i> |
| 6:30 pm - 9:00 pm | Exhibitor Teardown
<i>Magnolia Ballroom</i> |

PERSONAL NOTES

MEET OUR SPEAKER

Luke Nurnberger



Luke Nurnberger has over 10 years of global team building, leadership development, and entrepreneurial experience. In 2022, Luke started his own consulting business and joined Discover Yourself as the Lead Facilitator. As a speaker, facilitator, trainer, and partner, Luke delivers leadership retreats, conference openers, virtual events, and engaging team-building experiences for groups across the world in all industries. Most notably, Luke has consulted with a large number of Fortune 500 companies, served Vistage groups, presented at Merrill Lynch's Elite Performance Forum, and holds certifications with Insights Discovery, Gallup's StrengthsFinder (CliftonStrengths), FIRO-B, the Association for Challenge Course Technology's Practitioner Certification, and The American Red Cross' Wilderness First Aid.

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Burns & Wilcox

CRC Group

Homebuilders SIF

LCI Workers' Comp

LUBA Workers' Comp

LWCC

National General, an Allstate company

SafePoint Insurance

UFG

Bass Underwriters

Berkshire Hathaway GUARD Insurance

CRC Group

HomeBuilders SIF

Imperial PFS

Insurance Solutions Group

Jencap

Mark Wall & Company

Mathison Insurance Partners

Mississippi State University Risk Management & Insuranc

Mountain Life Insurance Company

Orion 180 Insurance Services

Pennsylvania Lumbermens Mutual Insurance Company

Restoration 1 of Jackson

SageSure

Secure24 ADT

Sola Insurance

STONEMARK

Stonetrust Workers' Compensation

Summit

TAPCO

The National Security Group

IIAM & IIABL Young Agents Conference

SCHEDULE OF EVENTS AUGUST 26, 2023

- 8:30 am - 12:00 pm **Registration**
Promenade Registration Desk
- 9:00 am - 11:00 am **Big I Brunch**
Camellia Ballroom Foyer
- 10:00 am - 1:00 pm **Thinking Like it's 2023 (and beyond);
The Independent Agents Ultimate
Tech Stack with Aubie Knight & Jack
Wingate, Camellia Ballroom**
- 11:15 am **Bloody Mary & Mimosa Break
Sponsored by LWCC & Jencap**
Camellia Ballroom Foyer
- 5:00 pm - 6:00 pm **Cocktail Reception**
Azalea Ballroom

PERSONAL NOTES

MEET OUR SPEAKERS



Aubie Knight

Aubie Knight, CIC, CRM is the Chief Executive Officer of the Independent Insurance Agents of North Carolina. Aubie has served on numerous boards in both the association and insurance industry. He is known throughout both the association world and the insurance industry for his bold visions, creative approaches to problem-solving, and constant desire for growth and evolution. He is the founder of 101 Weston Labs, the only insurtech accelerator built specifically to support the independent agency distribution channel.

Jack Wingate is the Founder and CEO of ALLCHOICE Insurance. He is on the Board of Directors for the Independent Insurance Agents of North Carolina and was awarded the 2022 IIANC Agent of the Year. Jack has been a guest on several podcasts, including Agency Intelligence, The Ryan Hanley Show, The Insurance Guys, and more. He has spoken at various industry events, including the Independent Insurance Agents of North Carolina Tech Symposium 2019 and InsurExpo 2021 and 2022.



Jack Wingate



Introducing Catalyit

All the agency tech guidance you need...
in one place.



The number of ways you can leverage tech to increase profits and serve customers is nearly unlimited. But time, know-how, and fear of risk are getting in the way.

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What will you gain by joining?

- **Tools:** The Catalyit Success Journey, and our in-depth tech assessment, provide you with a custom roadmap for success.
- **Guides & Reviews:** Our topic guides share insights, help you compare solutions in minutes, and include reviews.
- **Training:** From live coaching and Q&A sessions to our on-demand video vault, you'll be able to get the most out of your tools.
- **Community:** Discuss trends, best practices, and challenges with peers, experts and providers.
- **Consulting:** Need custom, one-on-one support? Our team of experts can work directly with your agency.



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