

# Independent Insurance Agents of Mississippi Agency Management Conference

February 21-22, 2018 • Country Club of Jackson



2018 Agency Management  
Conference Speaker, Larry Linne

**Larry Linne**, President and CEO of InCite Performance Group, will be this year's conference speaker. Larry has served as an advisor to dozens of CEO's and Executives in North America inside and outside of the insurance industry, and has created numerous high value programs and intellectual property like Young ProElite™, MyExit Strategy™, Personal Branding Guides™, and the Noise Reduction System™. Larry is the author of *Make the Noise Go Away* and *Brand Aid*, and is an internationally sought after public speaker. He has been a leader in construction and trucking companies as well as a Vice President of Consulting and Sales at a regional insurance agency in the southwest.

The 2018 Agency Management Conference is one you do not want to miss! Larry Linne was the 2017 IIAM and IIABL Young Agents Conference speaker and received high praise from all attendees. He is excited to present at the Agency Management Conference, because he enjoys working with agency principals. Larry's presentation will provide a wealth of information on ways to run a better insurance agency and will focus on items that fall under agency management and leadership.

In addition to two presentations by Larry, there will again be a "Meet the Companies" Reception that will be set up similar to a trade show. Agents will have the chance to meet with a number of company representatives without having to wait for Destin!

Registration will be available soon!

## See what IIAM Young Agents had to say about Larry:

Larry Linne  
was awesome.

Speaker was  
amazing. I really  
learned a lot  
from him.

Larry Linne  
was Great!

Larry provided the  
most interesting  
CE hours I've  
ever gotten.