

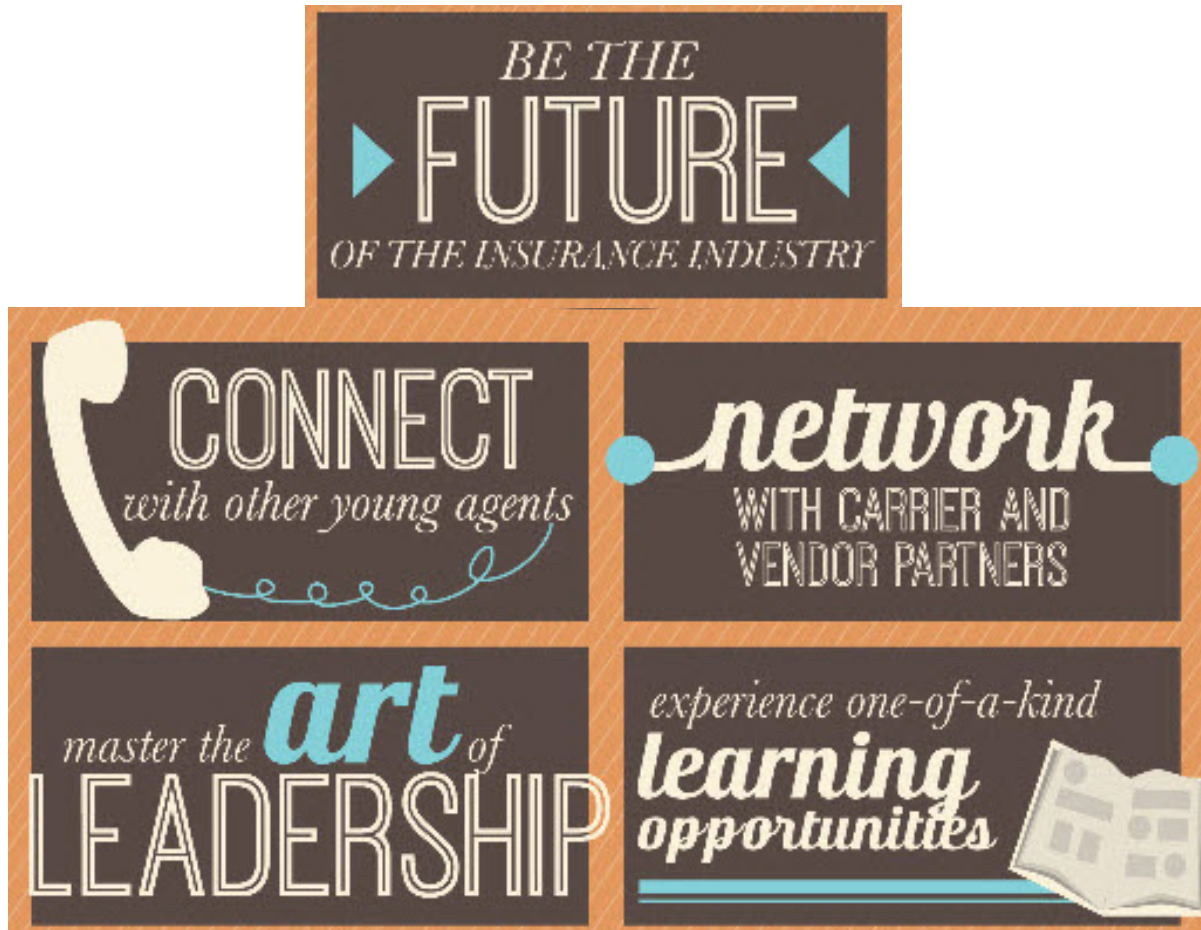


2017 Sales & Leadership Conference

October 19th & 20th, Clarion Hotel, Portland

REGISTRATION BROCHURE

YOU DON'T HAVE TO BE A YOUNG AGENT TO ATTEND - OPEN TO ALL



Post your Photos at #YACMAINE





2017 Sales & Leadership Conference

October 19th & 20th – [Clarion Hotel](#), 1230 Congress St., Portland

Thursday, Oct 19

8:00am

Registration Desk Opens

8:00am – 10:00am

Invite Only Past, Present & Future Leaders Open House: Students & Industry Professionals

10:15am – 3:15pm

3 CEC's - E&O: Consistent Practices to Understand Client Needs & Challenges



Workshop presented by **Kevin Desmond & Tom Tiberia, Managing Directors of TalentRebellion** – [Bios here](#)

This **interactive workshop** will engage insurance professionals of varied experience levels in deploying a straightforward process to prepare for client discussions. We will explore ideas to align strategy to the process of providing insurance coverage and engaging the client in the journey. We will develop a deeper understanding of client assets, liability challenges and claims expectations in the event of a covered loss by developing a questioning strategy that works. Additionally, we will address potential E&O loss control issues & help agencies to look for ways to obtain and retain business.

Lunch provided for seminar attendees

Noon – 1:00pm

3:30pm – 4:30pm

Legends Panel; Featuring Bill Chalmers, Carol Aigner Bacon (aka The Dragonlady), & Dana Eddy

4:30pm – 6:00pm

YAC Partners Appreciation Cocktail Reception & Wine Toss

6:00pm – 8:00pm

Dinner, Presentation of Company of the Year & Young Agent Awards & wrap up with Entertainment by [Krazy Jake the Comedian](#)

8:00pm – Midnight

On Your Own

Friday, Oct 20

8:45am

Registration Desk Opens

8:45am – 9:30am

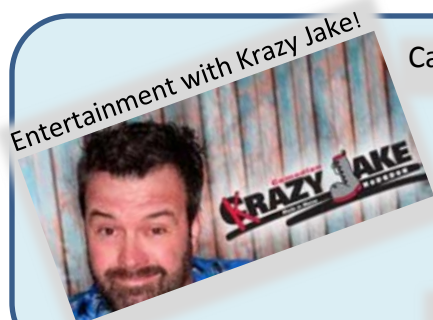
Vendor Appreciation Brunch: Visit with our Vendors, Enjoy a Mimosa & enter to win a gift card!

9:30am – 12:30pm

3 CEC Seminar presented by **Morgan Trepaney, CPIA, Client Manager, Hartford Steam Boiler** – [Bio here](#)



- **Homeowners Equipment Breakdown & Service Line Coverage (1 hour CE):** Participants will learn about equipment exposures in the home so that they can eliminate severe coverage gaps with their clients. The course highlights what's new in homeowner's equipment breakdown insurance and how current coverage can protect the growing exposures in the personal lines marketplace.
- **Employment Practices Liability (2 hour CE):** Agents will become familiar with common types of employment claims, trends in workplace exposures, and the legal aspects in regards to employment-related exposures. Agents will learn about the historical perspective of Employment Practices Liability coverage and understand the difference between EPL and GL coverage, as well as Claims-Made vs Occurrence coverage. Lastly, participants will learn the common coverage grants and terms of an EPL insurance policy and become familiar with the current market of EPL products.



Can't miss presentation by TALENTREBELLION

AWARDS

Company of the Year
Ins Professional of the Yr
YAC Member of the Year

EPLI & HO Equip Breakdown with HSB

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Try Your Hand at our WINE TOSS!

2017 Sales & Leadership Conference

October 19th & 20th – [Clarion Hotel](#), 1230 Congress St., Portland

Hotel reservations must be made directly with the [Clarion Hotel](#), 207.774.5611

Young Agents/MIAA Overnight Room Rate: \$99 Hotel Cut-Off Date: 10/5/17

Conference Registration - Register securely on-line at www.maineagents.net

Or complete one form per person ☒ Check your option below

PLEASE help us report accurate numbers by checking all that you WILL be present for. thx	Early Bird if Mailed by 10/2/17	Mailed After 10/2/17
Complete Registration <input type="checkbox"/> <i>Please check all that you will attend on Thursday & Friday</i> <input type="checkbox"/> TALENTREBELLION Seminar incl lunch <input type="checkbox"/> Legends Panel <input type="checkbox"/> Cocktails/Dinner/Krazy Jake <input type="checkbox"/> Breakfast/Mimosas <input type="checkbox"/> HSB Seminar	\$135	\$150
Spouse Registration	\$50	\$75
Thursday Only <input type="checkbox"/> <i>Please check all that you will attend on Thurs</i> <input type="checkbox"/> TALENTREBELLION SEMINAR incl lunch <input type="checkbox"/> Legends Panel <input type="checkbox"/> Cocktails/Dinner/Krazy Jake	\$100	\$125
Friday Only <input type="checkbox"/> <i>Please check all that you will attend on Fri</i> <input type="checkbox"/> Breakfast/Mimosas <input type="checkbox"/> HSB Seminar	\$75	\$100
VENDOR Booth – 1 Free Registration	\$200	\$250

Name: _____ Spouse/Guest: _____

Agency/Company: _____

VENDOR? ☐ YES Vendor space is first come; Table will be available for set-up Wed eve 10/18 6pm. One FREE registration for 2 day conference. You will receive confirmation of booth space.

Address: _____

City/State/Zip: _____

Phone: _____

If you would like a confirmation sent to you, please provide email: _____

Our check made payable to MIAA is enclosed for \$ _____

Please bill our ☐ Visa ☐ Mastercard ☐ Discover Exp. Date: _____ Amount to be charged: \$ _____

Name on Credit Card: _____

Credit Card Number: _____

Billing Address: _____ CVV 3 digit # on back of card _____

If paying by Credit Card, for security reasons please use our secure website or Snail Mail/FAX this form to
Maine Insurance Agents Association /17 Carriage Lane, Hallowell, ME 04347 FAX 207.626.0275

PH. 207-623-1875 CANCELTION POLICY: Full refund if cancelation is received by 10/5/17

NO refunds after October 5th, 2017



2017 Young Agent Committee Members

Ashley Rosborough, ACSR, J.T. Rosborough, Chair
Ashley Purington, Gosline Insurance Group, Vice Chair
Tanya Gosselin, Tapley Ins Agency, Immediate Past Chair
Shannon Gorman, AAI, CRIS, MIAA Liaison

Phil Archambault, CPCU, CLCS, Ohio Mutual
Craig Blackwell, Blackwell Insurance Agency
Ryan Coffin, AIC, Colonial Adjustment
Shae-Li Fendler, CPCU, MEMIC
Devin Fitzpatrick, CIC, CCLP, All Points INS
Rebecca Fullerton, AINS, CPCU, Acadia INS
Dana Iannillo, Foremost Insurance
Matt LeBlanc, AU, MMG Insurance
Meesha Luce, ACSR, Allen Agency

Nathan Maclure, IAAI-FIT, Safeco
Jeff Martin, SCU-CRC Group
Steve Montecalvo, Patrons Oxford Ins Co
James Oberg, CPCU, Oberg Agency
Alison Paine, GHM Agency
Lexi Richardson, Chalmers Insurance Group
Savannah Tapley, AAI, Tapley INS Agency
Erinn Tardiff, WCP, United Insurance
Jaime Taylor, AU, AINS, Liberty Mutual Ins



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2017 Young Agent Partners

Diamond

ACADIA INSURANCE • CONCORD GROUP INSURANCE COMPANIES

GHM INSURANCE • GOSLINE INSURANCE GROUP

THE HANOVER INSURANCE GROUP

JOHNSON & JOHNSON • LIBERTY MUTUAL INSURANCE

MEMIC • MMG INSURANCE

PATRIOT INSURANCE • PATRONS INSURANCE

PROGRESSIVE • SAFECO INSURANCE

VERMONT MUTUAL INSURANCE GROUP • WEBER INSURANCE GROUP II

Platinum

Acuity
Swett & Crawford

Gold

Great Falls Insurance Company • Moody's Co-Worker Owned
National General Insurance • Ohio Mutual Insurance Group • Providence Mutual
Quaker Special Risk • Risk Placement Services • Union Mutual

Silver

Colonial Adjustment
Enterprise Rent-A-Car
Imperial PFS
MAPFRE Insurance
New England Excess Exchange, LTD
NGM/The Main Street America Group
Safety Insurance
S & H Underwriters, Inc.
ServPro of Maine

Bronze

Bouchard Cleaning & Restoration Inc.
Cross Insurance
Green Mountain Agency, Inc.
Insurance Group of New England
Philadelphia Insurance Company
Safelite Auto Glass