

# SPEAKERS & ENTERTAINMENT



**Jim Abbott** was born September 19, 1967 in Flint, Michigan *without a right hand*. He was an All-American hurler at Michigan, won the Sullivan Award in 1987, was the pitcher for the Gold Medal Olympic Team in 1988, and threw a 4-0 no-hitter for the New York Yankees versus Cleveland (September 4, 1993). Jim played for 10 seasons on four different teams and ended his big league playing career in 1999.

Abbott has worked with The Department of Labor's Office of Disability Employment Policy (ODEP) on several initiatives encouraging businesses to hire people with disabilities.

Today, in addition to often being a Guest Pitching Instructor during Spring Training for the Los Angeles Angels, Jim Abbott is a motivational speaker.



**John Maketa** is a Fellow and advisory board member of The Work Institute and a guest lecturer at the Fox School of Business at Temple University. In 2013, he was invited as a subject matter expert to participate in the Global Digital Innovation Initiative at the United Nations General Assembly. John is a co-author of the bestselling book *Now You're Thinking!* and a research analyst of the 2014 EDA Trends in Executive Development Benchmark Report. John is a powerwalker who lives in Pennsylvania with his generation X wife, Lisa, and Generation Y son, Jack.



**Charlie Berens** - comedian, host, actor and Emmy-winning journalist - is a dynamic talent in the comedy world. Berens is the creator and star of the Manitowoc Minute. In 6 months, he transformed the viral video series into an hour-long variety show, selling out venues, sometimes within minutes. Charlie's career extends beyond the Manitowoc Minute by creating content for Funny or Die, TBS Digital and Fox Sports.

Berens is regularly featured on Funny or Die. His comedic mashups, including "If Jack Dawson Was Really From Wisconsin," have garnered more than 13 million views.

Additionally, he performs stand-up around the Los Angeles area, and occasionally hosts events for Samsung and Variety.



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INSURCON<sup>2019</sup>

120<sup>th</sup>

*Anniversary Year*

**MAY 15-17, 2019**

**MADISON MARRIOTT WEST  
MADISON, WI**

**FOR DETAILS VISIT [IIAWCONVENTION.COM](http://IIAWCONVENTION.COM)**

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Questions? Please email Kerry at [Kerry@iiaw.com](mailto:Kerry@iiaw.com).

## SCHEDULE OF EVENTS

## WEDNESDAY, MAY 15

9:00 AM- IIAW BOARD MEETING

11:00 AM

11:00 AM CONVENTION REGISTRATION OPENS

12:15 PM- Agency of the Future - Matt Banaszynski, CEO IIAW

1:00 PM This seminar will cover a variety of technologies that the insurance industry is currently deploying to provide a better customer experience, and increase employee efficiency and sales while decreasing expense.

12:15 PM- Medicare for All et al, Association Health Plans and Medicaid Expansion - Dave Grunke (2 CE)

2:00 PM Review major proposals/plans, examine the current status of Association Health Plans, discuss the impacts of Medicaid Expansion on Hospitals, Physicians and the ACA Marketplace.

12:15 PM- Paper, Email &amp; Download, Oh My! - Mary Huari, et al (Autotech Committee) (2 CE) How to organize your agency around the multiple ways that carriers deliver policy documents.

1:15 PM- Basics of Experience Rating - Tad Cleveland and Melanie Lindseth, WCRB

2:10 PM- State of the Auto Industry - Rex Dachenbach, West Bend Mutual (1 CE)

3:00 PM Overview of the current status of the auto industry, including rates/rating, industry profitability and growth, legal/regulatory, and distribution channels.

2:10 PM- Interactive Agency Needs Assessment - Mallory Cornell, Vice President, IIAW

3:00 PM This interactive session will give participants a first-hand look at how technology is helping the IIAW identify agency exposures and provide the resources for effective mitigation.

3:10 PM- Cyber - Lisa DeMichael and Sarah Campbell, Chubb (1 CE)

4:00 PM This course outlines the current cyber environment and the exposures that security breaches create for an organization from a cost and reputation standpoint.

3:10 PM- 4:00 PM

Technology tools to implement in your agency to help your employees drive efficiency and profitability - Auto Tech Committee

4:15 PM- 6:15 PM

WELCOME REMARKS, ASSOCIATION MEETING & AWARDS  
Hors d'oeuvres and cocktails, everyone encouraged to attend!

6:15 PM- 9:00 PM

COMPANY HOSPITALITY &amp; ENTERTAINING

9:00 PM- 12:00 AM

EMERGING LEADERS SOCIAL - Cowboy Jacks Saloon (across street)

\*FIRST OVERNIGHT AT MARRIOTT WEST\*

## THURSDAY, MAY 16

7:45 AM- 9:00 AM

CONVENTION REGISTRATION OPENS - Light Breakfast Buffet

8:30 AM- 9:30 AM

JOHN MAKETA: Charting the Course through Demographic Change  
Examine how demographics play a significant role in 21st century workplace, major competency gaps of next generation leaders, and introduce the competencies required to succeed in the 21st century.

9:35 AM- 10:35 AM

DAIS - Discuss making the industry agency-centric through the Internet of Insurance, a risk syndication network that will connect agents, carriers on a shared platform.

10:45 AM- 12:15 PM

CEO PANEL, with introduction from special guest Commissioner of Insurance, Mark Afable (1 CE)

12:30 PM- 2:00 PM

LUNCH (PLATED) & KEYNOTE SPEAKER, JIM ABBOTT  
MLB pitcher and Olympian, born with only one hand, will talk about his experiences in life and how they led him to discover a customizable secret to success: A - Adjustability, D - Determination, A - Accountability, P - Perseverance, T - Trust.

2:15 PM- 4:45 PM

CONVENTION SHOWCASE &amp; NETWORKING Cash bar, coffee, water

5:00 PM- 6:00 PM

COCKTAIL RECEPTION honoring IIAW president, Jason Bott  
All are welcome, please join us for some drinks!

6:00 PM- 9:00 PM

CONVENTION WRAP PARTY &amp; ENTERTAINMENT

7:30 PM- 8:30 PM

CHARLIE BERENS, award-winning comedian from Manitowoc Minute

\*SECOND OVERNIGHT AT MARRIOTT WEST\*

## REGISTRATION

Annual convention registration options are below:

## FULL REGISTRATION

\*\*EARLY BIRD\*\* Members: \$199 Non-Members: \$239  
AFTER MAR 31<sup>st</sup> Members: \$239 Non-Members: \$279

## FULL SPOUSE REGISTRATION: \$129

## WEDNESDAY ONLY REGISTRATION:

Members: \$149 Non-Members: \$189

## THURSDAY ONLY REGISTRATION:

Members: \$189 Non-Members: \$229

Group reservations of 8 or more receive a 10% discount. This applies to full registrations only. For complete descriptions, please go to [www.iiawconvention.com](http://www.iiawconvention.com).

Cancellations received by April 5th will be refunded, less a \$10 processing fee. No refunds will be given for cancellations received after April 5th. Attire is business casual for all convention events.

## EXHIBITING

Exhibitor registration fees are as follows:

Member registration: \$900 Non-Member: \$1000  
- Early Bird pricing is \$50 off until Mar 31<sup>st</sup> -For complete details and to register as an exhibitor, please visit [www.iiawconvention.com](http://www.iiawconvention.com) or email [info@iiaw.com](mailto:info@iiaw.com).

## HOTEL

All convention events take place at the Madison Marriott West. Rooms, at \$151, in our reserved room block for May 15th and 16th, are available now for reservation but will sell out, so book early. Rooms will be available at the standard rate for both days after the block is sold out. Please indicate that you are attending the IIAW Annual Convention to ensure the group rate. Additional rooms for May 15/16th can be reserved at the Comfort Inn & Suites. The hotel reservation deadline is April 24<sup>th</sup>.FOR DETAILS VISIT [IIAConvention.com](http://IIAConvention.com)