

# AGENCY MANAGEMENT CONFERENCE

ELEVATING  
AGENCY  
LEADERSHIP

**BIG I** | MISSISSIPPI

FEBRUARY 20 - 21, 2024

THE COUNTRY CLUB OF JACKSON

# AGENCY MANAGEMENT CONFERENCE SPEAKERS

## VIRGINIA BATES

Virginia has over twenty years of experience consulting with agencies and carriers and managing insurance operations for both a carrier and a large regional agency. As co-founder of VMB Associates Inc., she has worked with many agencies, including 15 of the current Best Practice agencies, on intelligent selection and use of technology, staff organization, compensation programs, contractual agreements, profitability, reducing E&O exposure, internal operations, marketing strategies, and carrier relationships. She regularly speaks on evolving exposures and preventive strategies related to automation, electronic processing, and documentation.

## CAREY WALLACE

Carey Wallace has worked in the insurance industry for the past 14 years focused on helping agencies leverage data and make informed business decisions. Her insurance career includes serving as the CFO, COO and CIO (Chief Innovation Officer) at Ohio Insurance Agents Association as well as the CEO of IntellAgents, a data-analytics company focused on independent agents. Helping independent insurance agents win is Carey's passion, and she provides her consulting services through the company she founded, Agency Focus, LLC.

# AGENCY MANAGEMENT CONFERENCE SCHEDULE

TUESDAY, FEBRUARY 20

1:00 PM	REGISTRATION
2:00 PM	WHAT MANAGEMENT REPORTS YOU SHOULD BE USING - VIRGINIA BATES
5:00 PM	"MEET THE COMPANIES" RECEPTION

WEDNESDAY, FEBRUARY 21

8:00 AM	REGISTRATION
8:00 AM	BREAKFAST BUFFET
9:00 AM	REDEFINING YOUR TEAM & THE BENCHMARKS - THE POWER OF VAS, BOTS, & AI - CAREY WALLACE

# AGENCY MANAGEMENT CONFERENCE

REGISTRATION  
AVAILABILITY

<b>1ST AGENCY PRINCIPAL</b>	<b>FREE</b>
<b>ADDITONAL AGENCY EMPLOYEE</b>	<b>\$150</b>
<b>COMPANY MEMBER REGISTRATION</b>	<b>\$150</b>
<b>NON-MEMBER</b>	<b>\$200</b>
<b>ADDITONAL AGENCY EMPLOYEE- ONE DAY</b>	<b>\$85</b>

**Want to Register? Let's Get  
You Registered**

**CLICK HERE**

# AGENCY MANAGEMENT CONFERENCE

SPONSORSHIP  
OPPORTUNITIES

<b>PLATINUM</b> <b>\$1000</b>	<ul style="list-style-type: none"><li>• 2 FREE AGENCY MANAGEMENT CONFERENCE REGISTRATIONS</li><li>• SPONSOR OF AGENCY MANAGEMENT CONFERENCE BUFFETT BREAKFAST WITH SIGN RECOGNIZING YOU</li><li>• COMPANY VIDEO PROMOTION (MUST CREATE AND SEND TO ABBEY WILKERSON)</li><li>• EXHIBIT TABLE AT "MEET THE COMPANIES" RECEPTION</li><li>• COMPANY LOGO ON ALL EVENT MARKETING PIECES</li></ul>
<b>GOLD</b> <b>\$750</b>	<ul style="list-style-type: none"><li>• 1 FREE AGENCY MANAGEMENT CONFERENCE REGISTRATION</li><li>• SPONSOR OF BOTH CONTINUING EDUCATION SEMINARS WITH SIGN RECOGNIZING YOU</li><li>• EXHIBIT TABLE AT "MEET THE COMPANIES" RECEPTION</li><li>• COMPANY LOGO ON ALL EVENT MARKETING PIECES</li></ul>
<b>SILVER</b> <b>\$500</b>	<ul style="list-style-type: none"><li>• SPONSOR OF THE CE COFFEE BREAK WITH SIGN RECOGNIZING YOU</li><li>• EXHIBIT TABLE AT "MEET THE COMPANIES" RECEPTION</li><li>• COMPANY LOGO ON ALL EVENT MARKETING PIECES</li></ul>
<b>BRONZE</b> <b>\$300</b>	<ul style="list-style-type: none"><li>• EXHIBIT TABLE AT "MEET THE COMPANIES" RECEPTION</li><li>• NAME LISTED ON ALL EVENT MARKETING PIECES</li></ul>

**Level Up! Sponsor Now!**

[CLICK HERE](#)