



UNDER THE ARIZONA BIG I TOP

9-10 AUG

89th Annual Convention & Trade Show
Renaissance Glendale

**THE
GREATEST SHOW
IN THE WEST**

INDEPENDENT INSURANCE AGENTS AND BROKERS OF ARIZONA

CONVENTION SPONSORS

A Special Thanks to the Companies who Support the Convention.

Diamond Sponsor
The Surplus Line Association of Arizona

Platinum Sponsors
Amwins Access
Central Insurance Companies
Liberty Mutual Insurance/Safeco Insurance

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Mountain States Insurance Group
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West Bend Mutual Insurance Company

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Auto-Owners Insurance Company
Homeowners of America Insurance Company
Insurors Indemnity Companies
Mutual of Enumclaw Insurance
Progressive Insurance
Rainbow
WestPac



EXHIBITOR TRADE SHOW

Thursday, August 10, 2023: 2 pm - 7:00 pm

Renaissance Phoenix Glendale Hotel & Spa - 9495 West Coyotes Blvd, Glendale

Everyone is welcome to attend this **FREE** Trade Show at the Renaissance's Event Center which will feature 125 Exhibit Booths including markets, products, services, and networking opportunities to boost your business potential along with entertainment, food, drinks, giveaways, booth drawing prizes, and Company Hospitality Suites. Bring all your co-workers and industry friends.

Grand Prizes given away every hour.

Exhibitors:

- Agents Alliance Services LTD
- American Liberty Insurance Co. - Benchmark Insurance Co.
- Amigo Mexico Insurance
- AmShield
- AmTrust Financial
- Amwins Access
- Anthem Software
- Aon Edge
- Applied Systems, Inc.
- Applied Underwriters
- ASNOA-The Agent Support Network of America
- Aspera Insurance Services
- Atlas General Insurance
- Auto-Owners Insurance Company
- Bass Underwriters
- BBSI
- Berkshire Hathaway GUARD Insurance Companies
- Berkshire Hathaway Homestate Companies
- Black, Gould & Associates
- BTIS
- Builders
- Burns & Wilcox
- Capital Insurance Group
- Capital Premium Financing
- Charity First Insurance Services, Inc.
- Claro
- Colonial General Insurance Agency
- Commercial Sector Insurance Brokers
- Commonwealth Casualty Company
- CopperPoint Insurance Companies
- Coterie Insurance
- CRC Insurance Services, Inc.
- Cypress Premium Funding
- Dairyland
- The E&O Department / Insurance Agents Services
- Embark MGA
- EMC Insurance Companies
- ePayPolicy
- Equipment Insurance International
- First Connect Insurance Services
- Foremost Insurance Group
- FrankCrum
- Glatfelter Insurance
- GMI Insurance
- Gorst & Compass Insurance
- Great American Insurance Group
- Hallmark Financial Specialty Personal Lines
- HawkSoft
- Homeowners of America Insurance Company
- Honeycomb Programs Inc.
- Ideal Traits Inc.
- IDIQ
- Imperial PFS
- Independent Insurance Agents and Brokers of Arizona
- Insurance Program Managers Group (IPMG)
- Insurance Training & Education Center (ITEC)
- Insurers Indemnity Companies
- Integrated Specialty Coverages, LLC
- JM Wilson

No Registration or RSVPs Required.

- Johnson & Johnson Insurance
- Kemper Auto Insurance
- Kowalski Construction, Inc.
- Liberty Mutual, Safeco Insurance, and State Auto Insurance
- Lift Local
- LIO Insurance
- M.J. Hall & Company, Inc.
- MacAfee and Edwards, Inc. Mexican Insurance Specialist
- Main Street America
- Markel
- Mercury Insurance
- MexiPass International Insurance Services
- MiniCo Insurance
- Monarch E&S Insurance Services, Division of SPG Insurance Solutions
- Mountain States Insurance Group
- National General, an Allstate company
- National Partners PFco
- Novum Underwriting Partners
- Old Republic Surety Company
- Pacific Gateway Insurance Agency
- Pacific Specialty Insurance Company
- Pathward Insurance Premium Finance
- Pennsylvania Lumbermens Mutual Insurance Company
- PersonalUmbrella.com
- Philadelphia Insurance Company
- Pie Insurance
- Prime Insurance Company
- Progressive Insurance
- Rainbow
- Risk Placement Services
- RLI Surety
- Safeway Insurance Company
- Sayata
- Selective Insurance
- Skyward Specialty Insurance Group
- Southeast Personnel Leasing
- Southwest Insurance Agents Alliance, LLC
- Stonegate Insurance Company
- Stonemark, Inc.
- Sub Zero Industrial Cleaning LLC
- Sun Coast General Insurance Agency
- SuretyBonds.Market
- Tapco Underwriters
- TME Travel Insurance
- Travelers
- Trexis Insurance
- UCA General Insurance Services, Inc.
- UFG Insurance
- UIG / Novatae Risk Group
- US Assure
- USG Insurance Services
- V3 Insurance Partners
- Venture Insurance Programs
- West Bend Mutual
- Westfield
- WestPac
- Worldwide Insurance Specialist, Inc.
- Wunderite
- XPT Specialty

CONVENTION AGENDA

Wednesday, August 9th

1:00 pm **Opening Speakers:** Director Barbara Richardson and Deputy Director Jon Savary
Arizona Department of Insurance and Financial Institutions

1:30 pm **Sinking or Swimming? Arizona's Water Crisis Revisited**
Arizona Department of Water Resources Deputy Director Clint Chandler

2:00 pm **The E&O Academy Awards** (Approved for 2 AZ CE Hours)
Myles Hassett, Esq of Hassett Glasser, P.C.

In today's litigious world, insurance producers face a high risk that they will be sued at some point in their career. Having defended insurance agents and brokers for over three decades, we've learned that the best court case is the one that never happens. Sure, you can fight the lawyers and win, but the cost is high and the court system comes with no guarantees. Far better to understand and eliminate errors and omissions exposures, so that as a producer you never have to hear the fateful words: "Members of the jury, have you reached a verdict?"

Using movie and TV clips featuring insurance situations to illustrate potential E&O issues, this presentation aims to educate insurance producers about the risks they face in their practice and to avoid being nominated for an "E&O Academy Award."

SPEAKERS



Barbara Richardson

Director
AZ Dept of Insurance
and Financial Institutions



Jon Savary

Deputy Director
AZ Dept of Insurance
and Financial Institutions



Clint Chandler

Deputy Director
AZ Dept of Water Resources



Myles Hassett

Attorney, Founder
Hassett Glasser, P.C.

4:00 pm **IIABAZ & SLAAZ Annual Meeting**

5-6:30 pm **Installation and Awards Banquet**
Association Awards, Past President Recognition, and Installation of Officers and Board.

6:30-9 pm **Opening Night Reception with Live Band - *The Illumin80s***
Free for all Agency and Company Personnel along with all Exhibitors



CONVENTION AGENDA

Thursday, August 10th

- 8:00 am **Breakfast with the Young Insurance Professionals**
Navigating the Challenges of Insurance in a Hard Market
Insurance Producer Panel with Underwriter, Carrier and Wholesaler Representatives
- 9:00 am **How I Closed My Biggest Deals and Built Technology to Grow with Automation**
Peter MacDonald of Wunderite
- Many agency owners have two recurring struggles: (1) Hiring top Producers and (2) Getting what they need from Technology. Peter MacDonald (CEO and Co-founder of Wunderite) was an insurance producer for 7 years before starting a software company. In this presentation and conversation, Peter shares the processes he learned as a producer to win his largest insurance deals, and how those learnings led him to build software to help the next generation of producers and agencies win more consistently and automate the process. Plan on a lively and interactive presentation with actionable take aways.
- 11:00 am **The Arizona Wildfire Sitrep**
Arizona Department of Forestry and Fire Management
Howard Kunst, FCAS, CCRMP of CoreLogic

SPEAKERS



Peter MacDonald
Co-Founder and CEO
Wunderite



Howard Kunst
Chief Actuary
CoreLogic



Sheldon Snodgrass
Author, Founder
The Steady Sales Group

- 12:00 pm **Lunch with Sheldon**
Sheldon Snodgrass, MBA of The Steady Sales Group
- As a living laboratory for his own study, Sheldon has spent thousands of hours coaching soldiers, skiers, white water rafters, insurance agents, and athletes of all ages around the world. His masterful blend of behavioral science book-smarts with industry specific street-smarts helps insurance professionals sell more while they serve better. Sheldon is an author and sales coach.
- 2:00 pm **Trade Show**—Free for all Agency and Company Personnel
Exhibit Hall featuring 120 booths with markets, products and services, prizes, entertainment, libations, networking and more.



REGISTRATION

89th Annual Convention and Trade Show August 9-10, 2023 - Renaissance Phoenix Glendale Hotel & Spa, Glendale

One Form Per Person.

Mr./Ms. First Name to Appear on Name Badge Last Name Designations

Are you an IABAZ Member? check one: YES NO Do you hold a Surplus Lines License? check one: YES NO SL License #

Email * Provided to Exhibitors & Sponsors who sign a Confidentiality Agreement to not distribute to other parties and only to use for invites to booths and advertising their products/services.

Agency/Company Name

Business Address

Phone

Registration Fees

Make Your Selection	CHECK	IIABAZ Member	NON-Member	AMOUNT
Full Registration <i>All Events including Banquet, Reception, Breakfast and Lunch</i>		\$299.00	\$399.00	
Partial Registration <i>Thursday Only and includes Breakfast, Meetings and Lunch</i>		\$159.00	\$215.00	
Surplus Line Association of Arizona Registration Arizona Surplus Lines License Required and Listed Above. <i>Includes Wednesday's 4pm SLA Mtg, Banquet and Reception</i>		FREE		
A La Carte Items:		QTY		
Wednesday: 1-4pm Sessions		\$60.00	\$80.00	
Wednesday: 4-5pm IIABAZ & SLA Annual Meetings		FREE	\$25.00	
Wednesday: 5pm Banquet Tickets		\$100.00	\$120.00	
Wednesday: 6pm Reception with Live Band		FREE	FREE	
Thursday: 8am Breakfast Tickets		\$60.00	\$75.00	
Thursday: 9-12pm Sessions		\$50.00	\$70.00	
Thursday: 12pm Luncheon Tickets		\$60.00	\$75.00	
Total Amount Due:				

Free Trade Show!

Exhibit Hall is Open to All
Thursday, August 10th
2:00 p.m. — 7:00 p.m.

**ENTRY TO TRADE SHOW IS FREE
NO REGISTRATION REQUIRED**

Special meal requests may be accommodated if possible and additional charges will apply. Email convention@iibaz.com with requests by July 10, or accommodations will not be made.

How to Register

By Email: convention@iibaz.com

By Fax: (602) 468-1392

By Mail: IABAZ
333 E. Flower Street
Phoenix, AZ 85012

Questions? Call: (602) 956-1851
(800) 627-3356

Cancellation Policy:

\$25 per person administrative charge assessed by IABAZ for cancellations received on or before 7/17/2023.

Cancellations received on or after 7/18/2023 forfeit full registration.

No shows forfeit full registration.

Payment Options:

☐ Check payable to IABAZ. ☐ Credit Card — Visa, MasterCard, American Express or Discover.

Credit Card Number

Expiration Date

Security Code

Print Name on Card

Signature of Cardholder

Card Billing Address

City/State/Zip

Email Address for Credit Card Receipt

ROOM RESERVATIONS

Renaissance Phoenix Glendale Hotel & Spa

9495 West Coyotes Blvd, Glendale, AZ 85305

Discount Rate of \$129+ tax bellman & housekeeping for nights of August 7-11, 2023.

Guestroom Internet and Parking Garage included in discounted rate.

Cut Off Deadline for Discounted Room Block is July 8, 2023.

Call Marriott Central Reservations Toll Free Reservations

Number at 1-800-931-1595 Identify Group: Independent Insurance Agents of Arizona
OR

Online Reservations at:

www.marriott.com/event-reservations/reservation-link.mi?id=1670534939385&key=GRP&app=resvlink

Check-in time is 4 PM

Check-out time is 11 AM

Requests prior to and after convention dates will be accepted on a space available basis only.

All reservation requests must be guaranteed with a credit card for the reservation to be confirmed.

A deposit may be charged to hold the reservation.

To avoid cancellation charges, reservations should be cancelled 72 hours in advance.

Renaissance Phoenix Glendale Direct Phone Number - (623) 937-3700.

Sky Harbor Car Rental to Renaissance Glendale

- Head northwest on E Sky Harbor Circle S toward E Buckeye Road.
- Turn left
- Take ramp to I-10 W
- Keep left at the fork to continue toward I-10 W and merge onto I-10 W
- Take exit 133B to merge onto AZ Loop 101 N
- Take exit 7 for Glendale Ave.
- Keep right at the fork, follow signs for Glendale Ave. E and merge onto W Glendale Ave.
- Turn right at N 95th Ave.
- Turn left at W Coyotes Blvd.

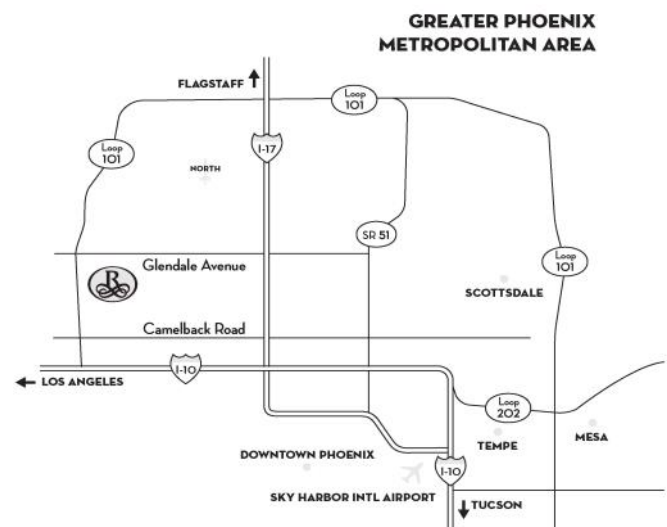
Mesa/Tempe to Renaissance Glendale

(use US-60 W or Loop 202 W to get to the I-10 W)

- Take US-60 W toward Phoenix
- Merge onto I-10 W/US-60 W toward Phoenix
- Merge onto I-17 N/US60 W via exit 150A toward I-10 TRUCK W/FLAGSTAFF
- Merge onto I-10 W via exit 200A toward Los Angeles
- Take exit 133B to merge onto AZ Loop 101 N
- Take exit 7 for Glendale Ave.
- Keep right at the fork, follow signs for Glendale Ave. E and merge onto W Glendale Ave.
- Turn right at N 95th Ave.
- Turn left at W Coyotes Blvd.

Tucson to Renaissance Glendale

- Take I-10 W toward Phoenix
- Merge onto I-17 N/US60 W via exit 150A toward I-10 TRUCK W/FLAGSTAFF
- Merge onto I-10 W via exit 200A toward Los Angeles
- Take exit 133B to merge onto AZ Loop 101 N
- Take exit 7 for Glendale Ave.
- Keep right at the fork, follow signs for Glendale Ave. E and merge onto W Glendale Ave.
- Turn right at N 95th Ave.
- Turn left at W Coyotes Blvd.



The hotel's parking garage will be open and FREE during the August 10, 2023 Trade Show from 2 p.m. to 7 p.m.

iiabaz
INDEPENDENT INSURANCE
AGENTS AND BROKERS OF ARIZONA

