

CONVENTION & TRADE SHOW



ARIZONA BIG I

LEADERSHIP THROUGH SERVICE

Shaping Tomorrow Together

THURSDAY, AUGUST 28

The Phoenician

FEATURING

Mark Cortes



Anthony Robles

SPONSORS

A special Thanks to the Companies who support the Event

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AGENTS AND BROKERS OF ARIZONA





Optional Activity

Golf at The Phoenician

Wed, Aug 27: Tee Times Start 6:30AM

Thursday, August 28th

7:30 AM - 8:00 AM

IIABAZ & SLAAZ Annual Meeting

8:00 AM - 9:00 AM

Awards and Installation Breakfast

Association Awards, Past President Recognition, and Installation of Officers and Board

9:00 AM - 10:00 AM

Industry Market Update

Mark Crites, Regan Consulting

How is the insurance brokerage landscape changing? and
What does that mean for independent firms?

10:00 AM - 11:00 AM

Specialization is the Key

Mark Crites, Regan Consulting

Specialization is the #1 way to compete with larger brokers.
How can your firm specialize - Industry, line of business, etc.?

11:00 AM - 12:00 PM

Building a Sales Culture

Mark Crites, Regan Consulting

How do you build a true sales culture? And
What are the keys to winning in the producer recruiting competition?

12:00 PM - 2:00 PM

Convention Luncheon

Keynote Speaker: Anthony Robles

2:00 PM - 7:00 PM

Trade Show

Free for all Agency and Company Personnel

Exhibit Hall featuring 126 booths with markets, products and services
prizes, entertainment, libations, networking and more.

GUEST SPEAKER

MARK

CRITES



Mark Crites joined Reagan Consulting in 2017 and is a partner of the firm. Mark primarily works with clients on mergers & acquisitions, agency valuation, and strategic consulting projects.

Prior to joining Reagan, Mark spent two years at a private equity firm acquiring middle market companies in the business services, media & telecom, specialty distribution, manufacturing, and healthcare sectors. He was responsible for leading valuation exercises and executing due diligence processes. He also worked closely with management teams on strategic planning and value creation initiatives.

Mark began his career in investment banking focusing on sell-side M&A and capital raising transactions for middle market companies.

He is a Certified Valuation Analyst and a graduate of the University of Georgia Terry College of Business, where he received his B.B.A. in Finance and Risk Management & Insurance and currently maintains the Series 63, 79 and 82 FINRA.



CONVENTION GENERAL SESSION

THURSDAY 9AM-12PM
Camelback Ballroom

>> Presentations

INDUSTRY MARKET UPDATE

9AM - 10AM

How is the insurance brokerage landscape changing? And, What does that mean for independent firms?

SPECIALIZATION IS THE KEY

10AM - 11AM

Specialization is the #1 way to compete with larger brokers. How can your firm specialize - industry, line of business, etc.?

BUILDING A SALES CULTURE

11AM - 12PM

How do you build a true sales culture? And, What are the keys to winning in the producer recruiting competition?

Keynote Speaker

ANTHONY
ROBLES



UNSTOPPABLE

Athlete, Speaker, Commentator, and Coach

Anthony Robles is an American wrestler who won the 2011 NCAA individual wrestling national championship in the 125-pound weight class, despite being born with only one leg. He is the author of the book *Unstoppable: From Underdog to Undefeated: How I Became a Champion*, which was published in September 2012.

Robles has stated that he wishes to become a motivational speaker, specifically for those who face similar challenges. *"My spirit is unconquerable... I don't care what's probable. Through blood, sweat, and tears, I am unstoppable."* is the quote from Robles's book *Unstoppable* that he says is the overall message of the book.

Anthony Robles has been a commentator of the NCAA Division I Wrestling Championships since 2012. He set the world record for most pull-ups in one minute, with 62, at halftime of a New York Jets game in November 2018.

In 2022, he began to work as the wrestling coach for his high school Alma Mater at Mesa High.

CONVENTION LUNCH

THURSDAY 12PM-2PM
Estrella Ballroom



INDEPENDENT INSURANCE
AGENTS AND BROKERS OF ARIZONA





TRADE SHOW



Thursday, August 28, 2025: 2pm - 7pm

The Phoenician Resort - 6000 East Camelback Road, Scottsdale

Everyone is welcome to attend this FREE Trade Show at The Phoenician's Grand Ballroom featuring 126 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.

Exhibitors

Accident Insurance Company
Adapt
Aegis General Insurance Agency
AFCO Direct
AFS-IBEX Premium Finance
ALKEME
American Collectors Insurance
American Modern Insurance Group
Amigo Mexico Insurance
AmShield Insurance
AmTrust Financial Services, Inc.
AmWins Access Insurance Services LLC
Applied Underwriters
ASNOA
Aspire General Insurance Services
AssuranceAmerica
Auto-Owners Insurance
BBSI
Berkley Aspire
Berkley Management Protection
Berkshire Hathaway GUARD Insurance Companies
Berkshire Hathaway Homestate Companies
Black, Gould & Associates
Bluefire Insurance
Bonds By The Mahoney Group
BOSS Bonds Insurance Agency
BriteCo Stand Alone Jewelry & Watch Insurance
Builders
Burns & Wilcox
Canopy Connect Inc.
Capital Insurance Group
Capital Premium Financing
Colonial General Insurance Agency
Commercial Sector Insurance Brokers
Commonwealth Insurance
Cooper & McCloskey Inc. Insurance Brokers
Coterie Insurance
CRC Insurance Services, LLC
Cutco
Cypress Premium Funding
Dairyland Insurance
Darkhorse Insurance Brokers
Diamondback Disaster Services
EMC Insurance
Employers
ePayPolicy
Eventual
First Connect Insurance Services
Foremost Insurance
Futuristic Underwriters
Gainsco Auto Insurance
Glatfelter Insurance
Gorst & Compass Insurance
Hallmark Financial
HawkSoft
IDEAL Agriculture & Marine
IdealTraits, Inc.
Imaco Underwriters

Imperial PFS
Independent Insurance Agents and Brokers of Arizona
InsBOSS
Insurance Accountants
Insurance Program Managers Group
InsurBanc
Insure Assist LLC
Insurers Indemnity
IronPeak
JM Wilson
Johnson & Johnson Insurance
Kemper Auto
Kowalski Construction
Lava Automation
Liberty Mutual, Safeco, & State Auto Insurance
Lift Local
MacAfee and Edwards, Inc.
Main Street America
Mendota Insurance, MGA Advantage Auto
Mercury Insurance
Mexico Insurance Online
MiniCo Insurance
Mission Insurance Solutions
National General an Allstate Company
National Partners PFco
Pacific Gateway Insurance Agency
Pacific Interstate Insurance Brokers
Pacific Specialty Insurance Company
Paragon Insurance Holdings
Pennsylvania Lumbermens Mutual Insurance Company
PersonalUmbrella.com
Philadelphia Insurance Company
PPC LOAN Ins.
Prime Insurance Company
Progressive Casualty Insurance
RLI Insurance Company
RPS
Safeway Insurance Company
Skyward Specialty Insurance Group
Southeast Personnel Leasing
Southwest Insurance Agents Alliance
Staff Boom
Steadily
Stonegate Insurance Co.
Tapco Underwriters
Tokio Marine HCC - Surety Group
Travelers
Trexis Insurance
Truckers Insurance Associates
Trucordia
UCA General Insurance Services, Inc.
US Assure
Venture Programs
West Bend Insurance Company
Westfield
WestPac
Wholesale Solutions
Worldwide Insurance Specialists, Inc.



REGISTRATION



91st Convention & Trade Show

The Phoenician, 6000 East Camelback Road, Scottsdale

One Form Per Person.

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

Are you an IIABAZ Member? YES ☐ NO ☐ Do you hold a Surplus Lines License? 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 ONE	IIABAZ Agency Member	IIABAZ Associate Member	NonMember	AMOUNT
Full Registration <i>All events including Breakfast and Lunch-excludes Golf.</i>		\$199.00	\$225.00	\$325.00	
Surplus Line Association of Arizona Registration Surplus Lines License Required and Listed Above. <i>Includes SLA AZ Mtg and Breakfast</i>		FREE			
A La Carte Items:		QTY			
IIABAZ & SLA Annual Meetings		FREE	FREE	\$40.00	
Breakfast Tickets		\$70.00	\$80.00	\$95.00	
General Sessions		\$65.00	\$70.00	\$85.00	
Luncheon Tickets		\$80.00	\$90.00	\$110.00	
Optional Activity: Golf		QTY			
August 27th Golf Registration <i>Email foursome player names to convention@iibaz.com</i>		\$180.00 per player			
Total Amount Due:					

Free Trade Show!

Exhibit Hall is Open to All
Thursday, August 28th
2:00-7:00 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 31, or accommodations will not be made.

How to Register

By Email: convention@iibaz.com

By Fax: (602) 468-1392

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

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

Cancellation Policy:

\$25 per person administrative charge assessed by IIABAZ for cancellations received on or before 8/4/2025.

Cancellations received on or after 8/5/2025 forfeit full registration.

No shows forfeit full registration.

Payment Options: ☐ Check payable to IIABAZ. ☐ 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



The Phoenician

6000 East Camelback Road, Scottsdale

ROOM RESERVATIONS

Sleeping room block is open for reservations until July 31, 2025

IIABAZ has a discounted rate of \$159 per night for August 26-29, 2025

\$25 Resort Fee, Housekeeping, and Portage Fees apply with Taxes

CHECK IN TIME: 4PM

CHECK OUT TIME: 11AM

Make your Reservations

Reservations must be made online at - <https://book.passkey.com/go/IIABAZ>

Main Phone: (480) 941-8200

The Phoenician is located 8.8 miles from Sky Harbor Airport.

Immerse in contemporary elegance at The Phoenician, a Luxury Collection Resort, Scottsdale. A timeless lifestyle experience awaits at this eye-catching and imaginative AAA Five Diamond, 5-star resort in Scottsdale. The Phoenician invites you to soak in the splendor of unparalleled resort amenities, from a three-level pool complex to an enriching spa, athletic club, and 18-hole golf course. Settle into palatial, resort accommodation, featuring spacious bathrooms, Italian linens, and breathtaking Scottsdale views. Bike through our rolling green hills. Savor cuisine that spans the globe from eight dining venues, including the classic J&G Steakhouse and laid-back Mowry & Cotton.

Optional Activity

GOLF ON WEDNESDAY, AUG 27

The Phoenician Golf Club

6000 East Camelback Road, Scottsdale

Golf is \$180 Per Person

A cart w/ GPS, range balls, water bottles, custom cart signs, tees, ball markers, and divot tools included

Tee Times Assigned Starting at 6:30 a.m. to 7:30 a.m.

Indicate Foursome Preference on Registration

Golf Club Rentals are available onsite at \$65 tax inclusive and come with 6 golf balls

Architect Phil Smith has created an outstanding facility for golf enthusiasts, a cohesive 18-hole course showcasing the unique beauty of Arizona's Sonoran Desert. Everything is in front of the golfer, with no surprise bunkers or blind hazards. Designed to provide a natural rhythm and flow, the course plays to a par 71 and offers four sets of tees, ranging from 4,575 yards from the forward tees to 6,518 yards from the players' tees. Complementing it are The Phoenician Golf Shop, locker rooms and 19th Hole dining venue.

