THE INDEPENDENT INSURANCE AGENTS OF VIRGINIA'S
2022 CONVENTION & TRADE SHOW

RIDING THE WAVES

JUNE 26 - 28, 2022
MARRIOTT VIRGINIA BEACH OCEANFRONT

Independent Insurance Agents of Virginia
The Trusted Choice®

REGISTER ONLINE

CONVENTION AGENDA

SUNDAY, JUNE 26, 2022

8:00pm - 10:00pm **WELCOME RECEPTION**

MONDAY, JUNE 27, 2022

7:45am - 8:45am **BREAKFAST BUFFET**

9:00am - 10:30am **KEYNOTE: Peak Performance: How the Best Get Better**
Robert Stevenson, Entrepreneur, CEO, Sales, and Author

10:45am - 11:45am **The State of the Industry with Commissioner Scott White**
Scott White, Commissioner; Virginia Bureau of Insurance
CE: 1 Hour of Ethics

11:45am - 12:15pm **LUNCH: Grab n' Go**

12:15pm - 1:15pm **BREAKOUT SESSIONS (Choose one)**

Transforming an Agency into 100% Remote: A Case Study
Spencer Houldin, Co-President; Ericson Insurance Advisors

Should Insurance Agents Feel Like Sharks are After Them?
Doug Palais, Esq., JD, Counsel; Vandeventer Black, LLP
CE: 1 Hour of L&R

1:30pm - 2:30pm **BREAKOUT SESSIONS (Choose one)**

Is Your Website an E&O Tsunami Waiting to Happen?
Eric Moberg, Founder & CEO; The Moberg Group
CE: 1 Hour of OGI

Commotion in the Ocean: Regulators to the Rescue!
Richard Tozer, Chief; Agent Regulation and Juan Rodriguez; P&C Investigations Manager, Virginia Bureau of Insurance
CE: 1 Hour of L&R

3:00pm - 6:30pm **TRADESHOW**

TUESDAY, JUNE 28, 2022

8:00am - 9:15am **BREAKFAST BUFFET**

9:30am - 10:30am **KEYNOTE: Treat Your Brand Like a Sports Car**
Peter van Aartrijk, Principal; Aartrijk "Insurance Brand Champions"

10:45am - 11:45am **Getting Your Financial House in Order**
Dave Tralka, President and Chief Executive Officer, InsurBanc, a division of Connecticut Community Bank, N.A.®

11:45am - 12:15pm **LUNCH: Grab n' Go**

1:00pm - 2:30pm **1:1's with Dave Tralka | Doug Palais, Esq., JD | Spencer Houldin**
NO LONGER AVAILABLE

6:30pm - 10:00pm **MOVIE & PIZZA NIGHT FOR THE KIDS**

6:30pm - 7:30pm **RECEPTION & VAIA SILENT AUCTION**

7:30pm - 10:00pm **AWARDS DINNER & DESSERT RECEPTION**

KEYNOTE SPEAKER

ROBERT STEVENSON

Successful companies must know how to deal with the ever-changing business climate, rising above the competition by minimizing risks, while making the most of any opportunity. With over 30 years of extensive corporate and entrepreneurial experience, Robert Stevenson understands what it takes to be successful. Robert knows how to deal with the risks, competition, and the ever-changing business arena.

PETER VAN AARTRIJK

SPENCER HOULDIN

ERIC MOBERG

DOUGLAS PALAIS

RICHARD TOZER

JUAN RODRIGUEZ

DAVE TRALKA

COMMISSIONER SCOTT WHITE

RIDING THE WAVES

THE INDEPENDENT INSURANCE AGENTS OF VIRGINIA'S 2022 CONVENTION & TRADE SHOW - JUNE 26 - 28, 2022 THE MARRIOTT VIRGINIA BEACH OCEANFRONT

FULL REGISTRATION

ATTENDEE INFORMATION (please print)

Licensed agents must register as such in order to receive available CE credits.

Name _____ Designation(s) _____

Badge Name _____ St. License # or NP # _____

Position in Agency *(circle one)* Principal Producer Office Manager Account Manager

Agency/Company Name _____

Business Address _____

City/State/Zip _____

Office Phone _____ Cell Phone _____

Email _____

Spouse/Guest Badge Name (Not a licensed agent) _____

Child's Badge Name (under 18) _____ *Meal options below

Emergency Contact _____

PAYMENT

❑ Check payable to IIAV

❑ MC ❑ VISA ❑ Discover ❑ AmEx

CC# _____

Exp. Date _____ Sec. Code _____

Total $ _____

_____ Billing Address

_____

_____ Name on Card

_____ Signature

REGISTRATION (please check where appropriate)

	Member by 4/29	Qty.	Member after 4/29	Qty.	Non- Member by 4/29	Qty.	Non- Member after 4/29	Qty.	Total Quantity
Full Registration (Agent, Company or Exhibitor)	$325	_____	$400	_____	$425	_____	$525	_____	_____
Spouse/Guest (Not a Licensed Agent)	$200	_____	$250	_____	$250	_____	$325	_____	_____
Young Agent (Under age 41)	$250	_____	$325	_____	$350	_____	$450	_____	_____
First Time Agent Attendee	$250	_____	$325	_____	$350	_____	$450	_____	_____
Additional Attendee with the same Agency (attach attendee information seperately)	$250	_____	$325	_____	$250	_____	$350	_____	_____
Child (Under 18) includes all meals	$150	_____	$200	_____	$200	_____	$275	_____	_____

	How many attending?	
SUNDAY, 6/26		
8:00 PM	_____	**WELCOME DESSERT RECEPTION**
MONDAY, 6/27		
8:00 AM	_____	**BREAKFAST BUFFET**
9:30 AM	_____	**OPENING KEYNOTE: Peak Performance: How the Best Get Better** with Robert Stevenson
10:45 AM	_____	**SESSION: The State of the Industry** with Virginia Bureau of Insurance's Commissioner Scott White
11:45 AM	_____	**LUNCH:** Grab n' Go
12:15 PM	_____	**SESSION 1A: Transforming an Agency into 100% Remote: A Case Study** with Spencer Houldin, Co-President; Ericson Insurance Advisors
12:15 PM	_____	**SESSION 1B: Should Insurance Agents Feel Like Sharks are After Them?** with Doug Palais, Esq., JD, Counsel; Vandeventer Black, LLP
1:30 PM	_____	**SESSION 2A: Is Your Website an E&O Tsunami Waiting to Happen?** with Eric Moberg, Founder & CEO; The Moberg Group
1:30 PM	_____	**SESSION 2B: Commotion in the Ocean: Regulators to the Rescue!** with Virginia Bureau of Insurance's Richard Tozer, Chief; Agent Regulation, and Juan Rodriguez; P&C Investigations Manager
3:00 PM	_____	**TRADESHOW: "RIDING THE WAVES"**
TUESDAY, 6/28		
8:00 AM	_____	**BREAKFAST BUFFET**
9:30 AM	_____	**KEYNOTE: Treat Your Brand Like a Sports Car** with Peter Van Aartrijk, Principal; Aartrijk "Insurance Brand Champions"
10:45 AM	_____	**SESSION: Getting Your Financial House in Order** with Dave Tralka, President and Chief Executive Officer InsurBanc
11:45 AM	_____	**LUNCH:** Grab n' Go
12:15 PM	_____	**1:1's with Dave Tralka | Doug Palais, Esq., JD | Spencer Houldin** (Reserve a 10 minute meeting with an Expert in advance; see website)
6:30 PM	_____	**MOVIE & PIZZA NIGHT FOR THE KIDS**
6:30 PM	_____	**RECEPTION & VAIA SILENT AUCTION**
7:30 PM	_____	**AWARDS DINNER & DESSERT RECEPTION**

RIDING THE WAVES

THE INDEPENDENT INSURANCE AGENTS OF VIRGINIA'S 2022 CONVENTION & TRADE SHOW - JUNE 26 - 28, 2022 THE MARRIOTT VIRGINIA BEACH OCEANFRONT

A LA CARTE REGISTRATION

ATTENDEE INFORMATION (please print)

Licensed agents must register as such in order to receive available CE credits.

Name _____ Designation(s) _____

Badge Name _____ St. License # or NP # _____

Position in Agency *(circle one)* Principal Producer Office Manager Account Manager

Agency/Company Name _____

Business Address _____

City/State/Zip _____

Office Phone _____ Cell Phone _____

Email _____

Spouse/Guest Badge Name (Not a licensed agent) _____

Child's Badge Name (under 18) _____ *Meal options below

Emergency Contact _____

PAYMENT

❑ Check payable to IIAV

❑ MC ❑ VISA ❑ Discover ❑ AmEx

CC# _____

Exp. Date _____ Sec. Code _____

Total $ _____

_____
Billing Address

_____

_____
Name on Card

_____
Signature

REGISTRATION (please check where appropriate)

(attach additional attendee information separately)

		Member by 4/29	Member after 4/29	Non- Member by 4/29	Non- Member after 4/29	
SUNDAY, 6/26						
8:00 PM	**WELCOME DESSERT RECEPTION**	❑ $60	❑ $70	❑ $70	❑ $80	_____
MONDAY, 6/27						
7:45AM	**BREAKFAST BUFFET**	❑ $40	❑ $50	❑ $50	❑ $60	_____
9:00 AM	**OPENING KEYNOTE: Peak Performance: How the Best Get Better** *Robert Stevenson, Professional Keynote Speaker*	❑ $40	❑ $50	❑ $50	❑ $60	_____
10:45 AM	**SESSION: The State of the Industry** *Virginia Bureau of Insurance's Commissioner Scott White*	❑ $40	❑ $50	❑ $50	❑ $60	_____
11:45 AM	**LUNCH:** Grab n' Go	❑ $40	❑ $50	❑ $50	❑ $60	_____
12:15 PM	**SESSION 1A: Transforming an Agency into 100% Remote: A Case Study** *Spencer Houldin, Co-President; Ericson Insurance Advisors* **SESSION 1B: Should Insurance Agents Feel Like Sharks are After Them?** *Doug Palais, Esq., JD, Counsel; Vandeventer Black, LLP*	❑ $40	❑ $50	❑ $50	❑ $60	_____
1:30 PM	**SESSION 2A: Is Your Website an E&O Tsunami Waiting to Happen?** *Eric Moberg, Founder & CEO; The Moberg Group* **SESSION 2B: Commotion in the Ocean: Regulators to the Rescue!** *Virginia Bureau of Insurance's Richard Tozer, Chief; Agent Regulation and Juan Rodriguez; P&C Investigations Manager*	❑ $40	❑ $50	❑ $50	❑ $60	_____
3:00 PM	**TRADESHOW: "RIDING THE WAVES"**	❑ $60	❑ $70	❑ $70	❑ $80	_____
TUESDAY, 6/28						
8:00 AM	**BREAKFAST BUFFET**	❑ $40	❑ $50	❑ $50	❑ $60	_____
9:30 AM	**KEYNOTE: Treat Your Brand Like a Sports Car** *Peter Van Aartrjik, Principal; Aartrijk "Insurance Brand Champions"*	❑ $40	❑ $50	❑ $50	❑ $60	_____
10:45 AM	**SESSION: Getting Your Financial House in Order** *Dave Tralka, President and Chief Executive Officer InsurBanc*	❑ $40	❑ $50	❑ $50	❑ $60	_____
11:45 AM	**LUNCH:** Grab n' Go	❑ $40	❑ $50	❑ $50	❑ $60	_____
12:15 PM	**1:1's with Dave Tralka | Doug Palais, Esq., JD | Spencer Houldin** *(Reserve a 10 minute meeting with an Expert in advance; see website)*	❑ $40	❑ $50	❑ $50	❑ $60	_____
6:30 PM	**MOVIE & PIZZA NIGHT FOR THE KIDS**	❑ $40	❑ $50	❑ $50	❑ $60	_____
6:30 PM	**RECEPTION & VAIA SILENT AUCTION**	❑ $60	❑ $70	❑ $70	❑ $80	_____
7:30 PM	**AWARDS DINNER & DESSERT RECEPTION**	❑ $90	❑ $100	❑ $115	❑ $125	_____
					TOTAL DUE:	_____