

# Out of the Gate

*October 24-26, 2021*

*Marriott Virginia Beach Oceanfront*

**IIAV CONVENTION & TRADE SHOW**  
Exhibitor & Sponsorship Opportunities



# BE A FRONT RUNNER

Insurance professionals from across the industry attend this event. Best of all, IIAV's Convention attracts the real decision-makers from around the state. This is your opportunity to meet with the people who make and influence buying decisions.



## THE AGENTS WHO SELL YOUR PRODUCTS ARE HERE

- 95% of agency attendees are decision-makers
- The independent agency system represents over 80% of today's commercial market and 40% of the residential market in Virginia
- IIAV's membership outreach is to over 5,000 agency professionals
- Non-members are also invited to attend

*Give them the **tools** they need to stay in the running and **finish strong**.*

## HOW YOU BENEFIT:

- Demonstrate your commitment to the agent community and insurance industry as a whole
- Develop solid leads and expand target markets through face to face contact with agency decision makers
- Electronic Product Line Reference Board - exhibitors will be listed by product line so attendees can quickly locate your booth
- Evaluate your competition
- Expand your database of prospects with post-show follow-up
- Increase sales and boost your profits by showcasing your services
- Introduce new products and services
- Strengthen relationships with your current insurance partners



*3 hours of **face-to-face** interaction with agents in our Trade Show.*

## WHY EXHIBIT?

"I am sure everyone agrees that 2020 was a unique year. Despite holding the 2020 Convention and Trade Show virtually for the first time ever, IIAV ensured that Aspera Insurance had opportunities to get our message to independent agents and engage with our audience. We can't wait to participate in person this year!"

**Steven Yavorsky**



"The Trade Show is the reason our agency will be returning to the entire convention with multiple attendees. We found the networking and youthful energy very engaging last year. We made some very good connections as well as reaffirming some current relationships with carriers and agents too. In addition to all this, it was fun!"

**John W. Atkins, III, CIC,  
Lewis Insurance Associates**

"The 2019 IIAV Convention was such a great experience for our agency! As a new IIAV member, we loved networking with other independent agents, meeting representatives that we have done business with over the years, and making new connections with new companies and vendors was very exciting! As a new independent agent, coming from a direct writer background, we love being a part of this professional and supportive organization who is there to support us and help us grow in every step of our new path!"

**Lynn Cary-Wheeler  
Cary-Wheeler & Associates, Inc.**

"I've been attending the IIAV conventions for over 30 years. This is the event to attend for sharing new knowledge, opportunities, and strengthening business relationships! They are always fun, informative, and valued."

**Ted Hoover, CIC  
Leavitt Group**

"It is a great way to connect with our valued partners and meet new potential customers. We do not have many avenues to showcase something new, promote an innovation or product, or brand our value proposition with the independent agency channel. This has been a great event for our industry! We look forward to this event every year."

**Jamey T Walthall, AISM, CPIA**



**THE MAIN STREET AMERICA GROUP**



# Out of the Gate

## IIAV CONVENTION & EXPOSITION

### KEYNOTE



**Meridith Elliott Powell**

#### CHANGE REDEFINED: STRATEGIES TO TURN UNCERTAINTY INTO COMPETITIVE ADVANTAGE

Competitive, challenging and constantly shifting – that is today's marketplace! To grow and compete you need a new set of strategies, a new approach. You need to see the big picture. Understand external trends. Implement strategy with one-hand tied behind your back.

Success belongs to the professional who is ready to buck the status quo. One who sees change as opportunity rather than a threat. The professional who can balance razor like focus with the flexibility to leverage uncertainty. It's time – Courageously ask the hard questions. Increase your agility. Redefine then claim your position in the marketplace.

This high-powered keynote will cover:

- The innovative secrets to thriving in uncertainty
- Powerful strategies to anticipate change and create opportunity
- Cutting-edge tactics to increase your value in the marketplace
- Proven strategies for accelerating growth and gaining competitive advantage
- Vigorous plan for flawless execution

This program is specifically designed to meet the needs of independent agents, no matter your role, organization, or experience level. All members of the agency team as well as those on the company side will walk away with more knowledge and insight than we can possibly say.

## CONVENTION AGENDA

### SUNDAY, OCTOBER 24, 2021

8:00pm – 10:00pm **Welcome Reception**

### MONDAY, OCTOBER 25, 2021

8:00am – 9:30am **First Time Attendee Breakfast**

8:00am – 9:30am **Breakfast available**

9:30am – 11:00am **KEYNOTE: Change Redefined: Strategies to Turn Uncertainty into Competitive Advantage** (see description to the left)

*Meridith Elliott Powell, Business Growth Expert*

11:15am – 12:00pm **Emerging Technology Trends for the Modern Agency**

*Jeff Kite, President & Founder, Kite Technology*

Mr. Kite's session will start with a brief review of current Cyber events, and a look at how they actually occurred. What did a person do or NOT do. Following that, he will cover specific action steps you can take to be more secure and reduce the possibility of becoming a victim. Terms like SSO, MFA, VPN and others will be explained using easy-to-understand analogies.

12:15pm – 1:30pm **Lunch with Commissioner Scott White – The State of the Industry**  
(1 hr. Ethics CE)

IIAV is pleased to welcome back Virginia Commissioner of Insurance, Scott A. White. Over lunch, Commissioner White will share with us his perspective on the state of the insurance industry in Virginia. He will also share his vision for the coming year as well as what he believes are the greatest challenges currently facing Virginia's insurance profession.

1:30pm – 3:00pm

**Free Time**

Post-Time: 3:00pm

Finish-Line: 6:00pm

**Trade Show - "A Day at the Races"**

6:00pm

**Enjoy a night on the town**



# CONTENT LEADERS



DEPUTY COMMISSIONER MIKE BEAVERS



RON BERG



LORRAINE D'ANGELO



JEFF KITE



STEVE ROBINSON



DAVE TRALKA



COMMISSIONER SCOTT WHITE

## TUESDAY, OCTOBER 26, 2021

8:00am - 9:30am **Breakfast available**

9:30am - 10:30am **KEYNOTE: The Cyber Liability Insurance Market** (1hr. P&C CE)

*Steve Robinson, Area President, and National Cyber Practice Leader, Risk Placement Services*

Mr. Robinson will provide an overview of the state of the cyber insurance market, including the impact ransomware events have had on underwriting, pricing, and capacity. He will also discuss some of the information security acronyms independent agents should understand as they help their insureds navigate this constantly changing landscape.

10:30am - 11:30am **Key Considerations of Agency Perpetuation and Acquisition**

*Dave Tralka, President and Chief Executive Officer, InsurBanc, a division of Connecticut Community Bank, N.A.®*

Come explore the current state of the M&A market. Agency owners and principals will learn the key components of financially planning and preparing for a perpetuation or acquisition and financing options. Agency owners will gain a better understanding of the value of their agency and the options to enhance the value of their businesses.

12:00pm - 1:30pm **The Virginia Workers' Compensation Commission-Who Ya Gonna Call?** (1 hr. Ethics CE)

*Lorraine D'Angelo, Ombudsman, Virginia Workers' Compensation Commission*

Over lunch meet Lorraine (Lori) D'Angelo, the newly appointed Ombudsman at the Virginia Workers' Compensation Commission. The Ombudsman position was created by the Virginia General Assembly at their 2020 session (Delegate Kilgore, HB1558). Ms. D'Angelo will discuss the purpose of the position and how it will help the citizens of Virginia, including insurance agents, better navigate what can be a very confusing workers' compensation system. In addition to the discussion, there will be an opportunity for questions and answers.

2:00pm - 3:00pm **BREAKOUT SESSIONS** (Choose one)

**A Regulator's Perspective** (1 hr. Ethics CE)

*Mike Beavers, Deputy Commissioner of Agency Regulation, Virginia Bureau of Insurance*

Mr. Beavers will present a different view from inside the agency. The vast majority of agents work hard to serve their clients, build their business, and follow the rules. What about the "other guys?" The ones who take shortcuts, ignore the rules, cause problems not only for their customers but their companies as well? In addition, he will discuss some of the major violations the bureau sees, sprinkle in a number of case examples, and very briefly touch on some of the recent changes to licensing, cyber, and other pertinent issues.

**Cyber Hygiene for Independent Insurance Agents** (1 hr. OGI CE)

*Ron Berg, Executive Director - Agents Council for Technology, IIABA*

Mr. Berg will discuss how and why cybercriminals target businesses, including independent insurance agents, the cyber regulatory environment (including the new Virginia Cyber Security Law), and the various resources and methods independent agents can use to deal with all of the opportunities that the "cyber world" presents.

3:00pm - 6:30pm **Free-time**

6:30pm - 7:30pm **Reception**

7:30pm - 11:00pm **Awards Dinner & Entertainment**

# SPONSOR OPPORTUNITIES

Choose your level based on your desired exposure to attendees.

## Platinum Level - \$5,000

- Logo on website, in event promotions, & displayed on the sponsor slides before sessions
- Large logo displayed at the exhibit hall entrance
- Slideshow displayed logo in exhibit hall
- One (1) representative at IIAV Board Dinner
- Full-page color ad in onsite program
- Three (3) complimentary convention registrations
- Reserved table for eight (8) at Awards Dinner
- Recognition of sponsorship with name badge ribbon
- Select items that add up to \$5,000 on page 5

## Gold Level - \$3,000

- Logo on website, in event promotions, & displayed on the sponsor slides before sessions
- Mid-sized logo displayed at the exhibit hall entrance
- Slideshow displayed logo in exhibit hall
- One (1) representative at IIAV Board Dinner
- Half-page color ad in onsite program
- Two (2) complimentary convention registrations
- Recognition of sponsorship with name badge ribbon
- Select items that add up to \$3,000 on page 5

## Silver Level - \$2,000

- Logo on website, in event promotions, & displayed on the sponsor slides before sessions
- Quarter-page color ad in onsite program
- One (1) complimentary convention registration
- One (1) sponsored education note page in onsite program
- Recognition of sponsorship with name badge ribbon
- Select items that add up to \$2,000 on page 5

## Bronze Level - \$1,000

- Listing on website, in event promotions, & displayed on the sponsor slides before sessions
- Recognition of sponsorship with name badge ribbon
- Select items that add up to \$1,000 on page 5

## Copper Level - \$500

- Listing on website, in event promotions, & displayed on the sponsor slides before sessions
- Recognition of sponsorship with name badge ribbon

# SPONSOR OPPORTUNITY SELECTIONS

Select options below to add up to your desired sponsorship level from page 6.

\$5,000 - Platinum    \$3,000 - Gold    \$2,000 - Silver    \$1,000 - Bronze

(Number) denotes the number of sponsorships available.    X denotes selection no longer available.

## \$3,000 each

- Welcome Gift - Beach tote** featuring your logo
- (1) **Sponsored drink and cups** featuring your logo at Welcome Reception
- (1) **Cube tower** featuring your logo placed on Convention Floor
- (1) **Pens** featuring your logo in all sessions

## \$2,500 each

- Bottled water** - featuring your logo
- Lanyards** - featuring your logo
- (1) **Onsite Program** - back cover-color advertisement

## \$2,000 each

- Agency attendee name badges** featuring your logo
- Beverage napkins** featuring your logo for entire event
- Exclusive breakfast sponsor** - your logo at each table - Mon.
- Exclusive breakfast sponsor** - your logo at each table - Tues.
- Wi-fi host** - includes a dedicated password and signage at registration table and in onsite program
- Awards Banquet Dinner** - your logo at each table & verbal recognition at dinner
- (3) **Entertainment** following Awards Banquet
- Education note pads** - your logo on note pads at session seats
- (3) **Trade Show reception** - your logo at Trade Show food tables
- (3) **Trade Show beverages** - your logo at Trade Show bars
- (1) **Keynote: Meredith Powell** - Monday
- (2) **Keynote: Steve Robinson, RPS** - Tuesday
- Pocket agenda** featuring your logo
- (2) **Registration envelopes** featuring your logo
- (2) **Hotel room door hangers** featuring your logo

## \$1,000 each

- First Time Attendee Hospitality Room** - **NEW!**
- Attendee Directory** featuring your logo
- Badge inserts** - ad, logo, or message behind name badges (size: 3"W x 4"H)
- Awards Banquet grand prize**
- Session: State of the Industry w/Commissioner** - your logo on slides & verbal recognition.
- Photo booth**
- Coffee sleeves** - Monday
- Coffee sleeves** - Tuesday
- (3) **Trade Show tote insert** - Have a promo item inserted into the first 200 attendee totes. Item must be received by IIAV by **Oct. 15**. List item here: \_\_\_\_\_ (Limit: 2 paper inserts, not to exceed 8.5"x11")
- Hotel key sleeves** featuring your logo
- Cell phone card pockets** featuring your logo
- (1) **Mobile charging station** - choose location by circling one: Education session, Your exhibit booth, or In Trade Show
- (1) **Lunch Sponsor** - Tuesday with Lorraine D'Angelo
- (2) **Online Registration** - Logo & hyperlink on event registration page
- (3) **Registration refreshments** - Sunday
- (2) **Registration refreshments** - Monday
- (3) **Registration refreshments** - Tuesday
- (4) **Attendee Self-Parking** for duration of Convention

## \$500 each

- Registration amenity** - your logo on the label, provided at registration table to all attendees
- Trade Show floor plan poster** & floor plan in onsite program
- Trade Show grand prize & passport** featuring your logo
- (6) **Agent Convention registration** - this option covers the cost of a registration for an agent of your choosing
- Session: Jeff Kite** - Monday
- (1) **Session: Dave Tralka** - Tuesday
- (1) **Session: Mike Beavers** - Tuesday
- (1) **Session: Ron Berg** - Tuesday

## \$250 each

- (3) **First Timers Breakfast room sponsor** - your logo on 3 table signs
- Trade Show prize board** - your logo on prize board
- (1) **Product Line reference board** - your logo on electronic board at registration
- Coffee Break** - Signage at coffee cart
- Session Refreshments** - your logo at refreshments area

Have a sponsorship idea? Give us a call!

Call Joe Hudgins: (804) 747-9300

# SPONSOR CONTRACT

Order options to add up to your desired sponsorship level from page 7.

**Return pages 8-9 for processing.** (Trade Show Contract - page 10.)

## ➤ Sponsor Levels:

Indicate your chosen level and complete payment section at bottom.

- Platinum:** \$5,000  
 **Gold:** \$3,000  
 **Silver:** \$2,000  
 **Bronze:** \$1,000  
 **Copper:** \$500  
 **A La Carte:** \$250 (or any higher increment not listed)  
 **Already signed up through the 2021 Partner Program.**

List sponsorship choices from page 7

## ➤ Payment Information:

PLEASE PRINT

**Company Name:** \_\_\_\_\_ (as it should be promoted)

**Full Address:** \_\_\_\_\_

**Contact Name:** \_\_\_\_\_

**Phone:** (\_\_\_\_) \_\_\_\_\_ **Email:** \_\_\_\_\_

## ➤ Payment Type:

- Invoice me**  
 **Check** (Please make check payable to IIAV and note IIAV Convention in the memo. **\*Please also attach a copy of this contract to check.\***)  
 **Credit Card**

**Card #:** \_\_\_\_\_ **Exp. Date:** \_\_\_\_\_ **Security Code:** \_\_\_\_\_

**Name on Card:** \_\_\_\_\_ **Billing Zip:** \_\_\_\_\_

**Total:** \_\_\_\_\_ **Signature:** \_\_\_\_\_

This contract, including the Terms & Conditions on page 8, embodies the whole agreement of the parties hereto. There are no promises, terms, conditions, understandings or obligations other than those contained herein. This contract shall supersede all previous communications, representations and agreements, whether verbal or written between parties.

I understand that by providing my e-mail address, I give my consent to receive communication sent by or on behalf of the Independent Insurance Agents of Virginia (and its subsidiaries and affiliates) via e-mail.

I have read, understood and agree to the above-stated terms and the Terms & Conditions, as they appear on page 8, governing this contract and I am authorized by my company or organization to sign this contract.

Signature \_\_\_\_\_ Date \_\_\_\_\_

**Return form to Don Bragg**  
**Email your company logo in a high resolution JPEG, GIF OR EPS format**  
 dbragg@iiaav.com | P: 804-747-9300 | F: 804-747-6557  
 IIAV, 8600 Mayland Dr. Richmond, VA 23294

# 2021 TRADE SHOW CONTRACT

2021 Booth Selection	Members:		Non-Members:	
	By 8/31	After 8/31	By 8/31	After 8/31
<b>Aisle booth</b> (exposure to traffic on 1 side)	\$ 725.00	\$ 775.00	\$ 825.00	\$ 875.00
<b>Premium booth</b> (exposure to traffic on at least 2 sides)	\$ 750.00	\$ 800.00	\$ 850.00	\$ 900.00
<b>Foyer Table</b> (as space permits <b>after</b> booths are sold out)	\$ 700.00	\$ 750.00	\$ 800.00	\$ 850.00
<b>Electricity</b> (120v connection at booth)	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00
<b>Attendee Mailing Labels</b> (Per set. Select below)	\$ 35.00	\$ 35.00	\$ 35.00	\$ 35.00

Pre-event labels (mailed two weeks prior to event)

Post-event labels (mailed the week after the event)

## Booth Information:

NOTE: Space assigned on a first-come, first-served basis.

Please see Trade Show Floorplan  
on page 9 for available space.

Indicate placement preference: 1st \_\_\_\_\_ 2nd choice \_\_\_\_\_ 3rd choice \_\_\_\_\_

Electricity? Yes \_\_\_\_\_ Do NOT place me near: \_\_\_\_\_

\*Upon receipt of contract, IIAV will send additional communication in regards to booth representatives. Each exhibiting organization may send up to three representatives per booth.

## Payment Information:

PLEASE PRINT

Company Name: \_\_\_\_\_ (as it should be promoted)

Full Address: \_\_\_\_\_

Contact Name: \_\_\_\_\_

Phone: (\_\_\_\_\_) \_\_\_\_\_ Email: \_\_\_\_\_

## Payment Type:

Invoice me

Check (Please make check payable to IIAV and note IIAV Convention in the memo. \*Please also attach a copy of this contract to check.\*)

Credit Card

Card #: \_\_\_\_\_ Exp. Date: \_\_\_\_\_ Security Code: \_\_\_\_\_

Name on Card: \_\_\_\_\_ Billing Zip: \_\_\_\_\_

Total: \_\_\_\_\_ Signature: \_\_\_\_\_

This contract, including the Terms & Conditions on the reverse side, embodies the whole agreement of the parties hereto. There are no promises, terms, conditions, understandings or obligations other than those contained herein. This contract shall supersede all previous communications, representations and agreements, whether verbal or written between parties.

I have read, understood and agree to the above-stated terms and the Terms & Conditions, as they appear on the reverse side, governing this contract and I am authorized by my company or organization to sign this contract.

Signature \_\_\_\_\_ Date \_\_\_\_\_

Return form to Don Bragg

dbragg@iiav.com | P: 804-747-9300 | F: 804-747-6557

IIAV, 8600 Mayland Dr. Richmond, VA 23294



## October 2021 Exhibit & Sponsor Terms & Conditions

1. **RESERVATIONS FOR SPACE** will be made in the order in which signed contracts are received. Availability of space will be on a first-come, first-served basis. The Convention Committee reserves the right to relocate display areas for the benefit of the exhibitor, or for the betterment of the Convention.
2. **PAYMENT AND CANCELLATION POLICY:** Exhibit fees must be paid prior to the event cancellation date. Cancellations received by September 24 will receive a 50% refund and must be in writing. NO refunds after 9/24/21.
3. **DIMENSIONS AND LIMITATIONS:** Exhibits must not exceed 8 feet in height on the back wall or 3 feet in height on the side walls. Exhibits must be constructed so as not to obstruct the view of adjoining booths. Permission to display equipment taller than 8 feet must be obtained from the Exhibit Manager no later than July. All entertainment within a booth must have prior approval of the Exhibit Manager no later than July. Alterations to the present booth layout must have prior approval of the Exhibit Manager no later than July. Maximum occupants per booth not to exceed 3 persons. **Others cannot rotate in/out during the show without an event registration.**
4. **SIGNAGE:** Signs, banners, or archways over the aisles will be permitted only with prior approval of the Exhibit Manager by no later than July.
5. **LIABILITY:** The exhibitor agrees to protect, save, and keep the Independent Insurance Agents of Virginia, the Marriott, and Exhibits, Inc., their representatives, employees, and agents forever harmless from any and all damages or charges imposed for violation of any law or ordinance, whether occasioned by the negligence of the exhibitor or the representatives, agents or employees of the exhibitor or those persons acting under the express or implied authority of the exhibitor. Exhibitor also agrees to comply with all applicable terms, conditions, rules, and regulations of the Marriott and Exhibits, Inc. The exhibitor assumes complete responsibility and liability for all loss, damage, or destruction of his/her property, employees, agents, and guests. The Independent Insurance Agents of Virginia, the Marriott, and Exhibits, Inc., any officer, agent, or employee thereof, will not be liable for any loss, damage, or destruction of exhibitor's property for theft, fire, accident, or any other cause. The exhibitor also assumes full responsibility and liability for all injury to any and all persons or property caused by the exhibitor, its agents, representatives, or employees. The exhibitor will indemnify and hold harmless the Independent Insurance Agents of Virginia, the Marriott, and Exhibits, Inc., their members, directors, officers, agents, representatives, and employees against any and all liability whatsoever arising from any or all damage to property or personal injury or loss caused by the exhibitor, its agents, representatives, employees, or any other such persons.
6. **EXHIBIT INSTALLATION HOURS:** Day of event **12:30-2:30 p.m.** All exhibits must be set up for an inspection by the Exhibit Manager by **2:30 p.m.** NO EXCEPTIONS. (Times are subject to change.)
7. **CONFIRMATION OF SPACE:** Exhibitors will be notified in writing of booth confirmation (including how to order additional services and shipping info). IIAV reserves the right to make any necessary changes in booth location.
8. **SPACE:** If space is not occupied by **2:30 p.m.** on, it will be forfeited by the Exhibitor and his/her space may be resold, reassigned, or used by the Exhibit Manager without refund. (Times are subject to change.)
9. **DISMANTLING HOURS:** Displays must be dismantled at the close of the Exhibition, **NO SOONER** than **6:00 p.m.** All exhibits must be dismantled and removed from the exhibit area by **8:00 p.m.** The Exhibitor authorizes IIAV to remove, at the Exhibitor's expense, any material in the exhibit area belonging to said Exhibitor after **8:00 p.m.**
10. **PROHIBITIONS:** Subleasing or assigning of booths or a part of a booth is not permitted. Exhibits, signs, or displays are prohibited in any of the public rooms or elsewhere on the premises of the Marriott during the Convention. Absolutely no alcoholic beverages will be served or given away by exhibitors without prior permission. This will be strictly enforced.
11. **CONSENT FOR COMMUNICATION:** I understand that by providing my e-mail address, I give my consent to receive communication sent by or on behalf of the Independent Insurance Agents of Virginia (and its subsidiaries and affiliates) via e-mail.
12. **SOUND DEVICES:** The use of sound devices, megaphones, loudspeakers, or other amplified methods of attracting attention is prohibited.
13. **AMENDMENT TO REGULATIONS:** All matters and questions not covered by these regulations are subject to the decision of Independent Insurance Agents of Virginia. IIAV shall have sole authority to circulate, interpret and enforce all rules and regulations and to make any amendments necessary for the orderly conduct of the Convention.



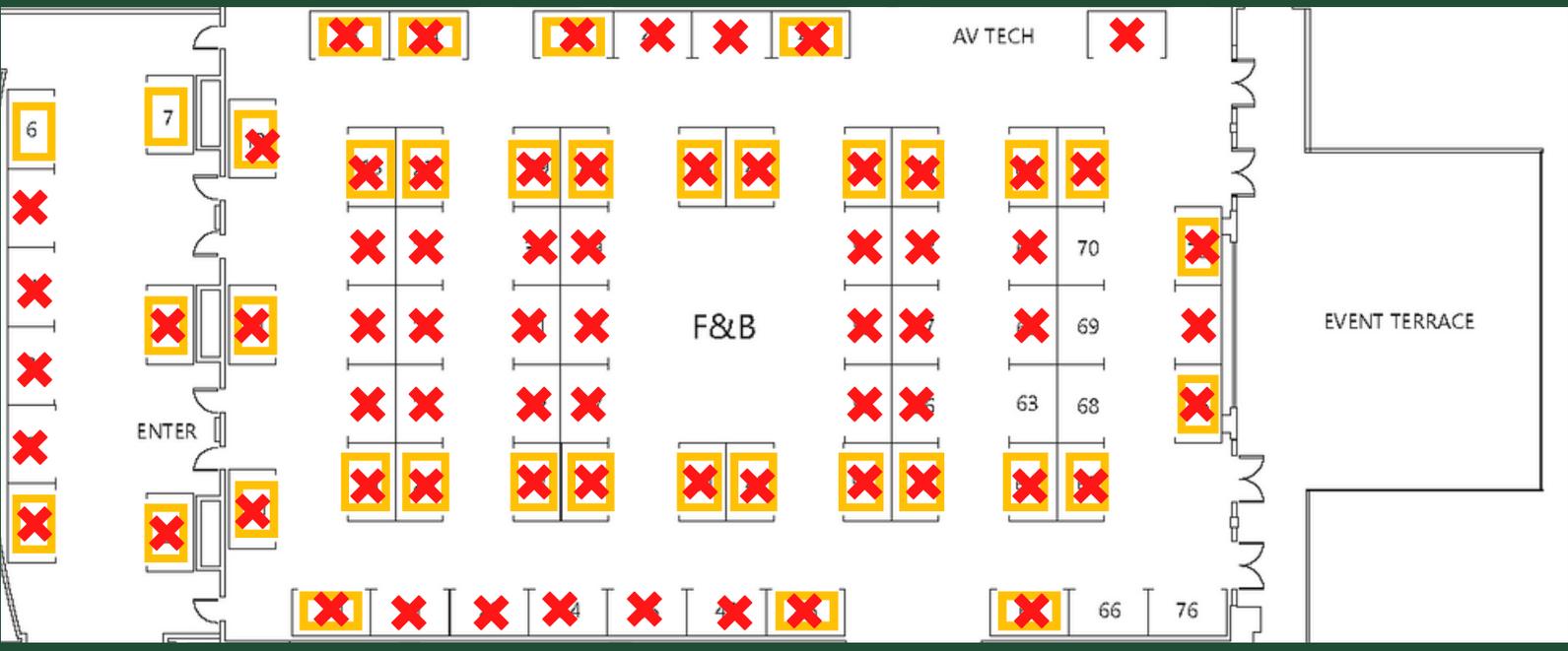
# 2021 Trade Show - "A Day at the Races" Monday, October 25

Booths: 6'D x 10'W    Tables: 6'x2' foyer table

<u>Exhibit Space Includes:</u>	<u>Important Times:</u>
<ul style="list-style-type: none"> <li>• One (1) 6'x2' custom draped table</li> <li>• Two (2) chairs</li> <li>• One (1) sign</li> <li>• One (1) wastebasket</li> <li>• The entire exhibit area is carpeted</li> </ul>	<ul style="list-style-type: none"> <li>• Hall Set-up: 12:30pm-2:30pm</li> <li>• Exhibitor Meeting: 2:30pm</li> <li>• Exhibit Hall Open: 3:00pm - 6:00pm</li> <li>• Exhibitor Prize Drawings: 5:30pm</li> <li>• Exhibitor Breakdown: 6:00pm</li> </ul>

Any additional equipment, special lighting, or decorations should be arranged through **Exhibits, Inc.**, the official Trade Show decorator.

*Updated 9/1/21*



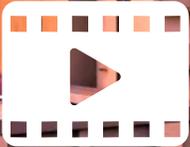
= Premium Booth    X = Sold    ★ = IIAV Endorsed Vendor

- |                                   |  |  |                                    |                               |
|-----------------------------------|--|--|------------------------------------|-------------------------------|
| 1. Kemper Specialty Auto          | 16. Mercury  | 31. RiskSmart Advisors                   | 46. Iroquois Group                 | 61. Pathpoint                 |
| 2. Synergy Select                 | 17. Main Mutual Group                                    | 32. Nationwide Insurance                 | 47. Tapco Underwriters             | 62. Westfield Insurance       |
| 3. Affinity HR Group              | 18. Berkley Mid Atlantic                                 | 33. Donegal Insurance Group              | 48. Summit Consulting              | 63.                           |
| 4. Big I Hires                    | 19. Goodville Mutual                                     | 34. Xpress-pay                           | 49. Wunderite                      | 64. Capital Premium Finance   |
| 5. Evolve                         | 20. Peoples Premium Finance                              | 35. Aflac Broker Solutions               | 50. SageSure                       | 65. MSP Design                |
| 6.                                | 21. Pie Insurance  | 36. Jackson Sumner & Assoc.              | 51. Berkshire Hathaway Guard       | 66.                           |
| 7.                                | 22. Harford Mutual Ins Group                             | 37. VFSC                                 | 52. Acuity Insurance               | 67. Selective Flood           |
| 8. Liberty Mutual & Safeco Ins.   | 23. Leavitt Group  | 38. Risk Placement Services              | 53. US Assurance                   | 68.                           |
| 9. Little Dog Social Media        | 24. Pennsylvania Lumbermen's Mutual Insurance Group      | 39. Watney Insights Network Inc.         | 54. First Benefits Ins Mutual Inc. | 69.                           |
| 10. Commonwealth Underwriters Ltd | 25. Victor Insurance Managers                            | 40. Imperial Finance                     | 55. Landin Services, LLC           | 70.                           |
| 11. ePayPolicy                    | 26. Johnson & Johnson                                    | 41. Applied Underwriters                 | 56. Amwins                         | 71. Narragansett Bay Ins Co.  |
| 12. Jencap Insurance              | 27. Savvi Insurance                                      | 42. Imperial Finance                     | 57. Stillwater Insurance Services  | 72. Amerisafe                 |
| 13. West Bend Mutual              | 28. Hippo Insurance                                      | 43. Shenandoah Mutual Fire Insurance Co. | 58. Kite Technology Group          | 73. Aspera Insurance Services |
| 14. ICW Group Insurance Companies | 29. The National Registry of Cyber Liability Specialists | 44. Falls Lake Insurance                 | 59. CRC Group                      | 74. AIS Network               |
| 15. Progressive                   | 30. Neptune Flood  | 45. Brethren Mutual Insurance            | 60. ServPro of Virginia Beach      | 75. Method Insurance          |
|                                   |  |  |                                    | 76.                           |

# Marriott Virginia Beach Oceanfront



Take a Video Tour!



4201 Atlantic Avenue  
Virginia Beach, Virginia 23451  
(757) 937-4200

Marriott Resort Virginia Beach Oceanfront is located just off the north end of the famous Virginia Beach boardwalk and is a part of The Cavalier Resort, with The Historic Cavalier Hotel and its famed Tarnished Truth Distillery and SeaHill Spa just across the street. Enjoy exceptional amenities including adjacent indoor/outdoor swimming pools, a large 24-hour fitness center and spacious landscaped grounds with bocce ball, fire pits and terraces. Relax in the modern luxury of our hotel's 305 guest rooms and suites, all with ocean views. Treat yourself to the rooftop wok station and sushi bar at Orion's Roof, or enjoy the salty sea air and scratch cooking with a priority on healthy, mindful eating at Tulu Seaside Bar & Grill.

**Deadline for room reservations is Friday, October 1, 2021.**

After this deadline, rooms are available on a space and rate available basis.

**Reservations may be made via the link below, or online at [www.iiav.com/ACinfo](http://www.iiav.com/ACinfo).**

You may also call (757) 937-4200. Please identify yourself as a member of IIAV 2021 Annual Convention in order to receive the block rate.

**Rates are \$179 - \$199, Wednesday through Saturday, October 20 - 30, 2021**

**RESERVE YOUR ROOM**