

BIG I
INDEPENDENT INSURANCE AGENTS
MARYLAND



The Independent Insurance Agents of
Virginia & Maryland

CONVENTION & TRADESHOW

*Navigating the Changing Tides: Charting
Insurance for a New Horizon*

June 28 - 30, 2026

- ⚓ Networking and Connections
- ⚓ Gain Industry Insights
- ⚓ AI Strategies for You and Your Agency



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COME JOIN US AT THE BEACH

The Convention & Tradeshow is one of the most valuable opportunities our industry has to come together, learn, and grow. This year's program brings together the brightest minds and boldest voices in insurance—leaders who will challenge, inspire, and equip you for success in the year ahead. We are excited to be hosting this year's Convention with The Independent Insurance Agents of Maryland. We look forward to gaining a deeper insight and forming broader relationships in the insurance industry.

If you're committed to elevating your expertise, strengthening your relationships, and positioning your agency for long-term growth, you don't want to miss this event. I encourage every agent and industry professional to join us in **Virginia Beach, June 26–28**, and be part of the energy that's moving our industry forward.



Troy Suter
LD&B Insurance
IIAV Chairman

CONVENTION SCHEDULE

Sunday June 28

11:00 AM - 4:30 PM

Registration Desk Opens

8:00 PM - 10:00 PM

Opening Reception Casino Night at the Beach

Wear your most outrageous Hawaiian Shirt!



Monday June 29

7:45 AM - 6:30 PM

Registration Desk Opens

7:30 AM - 8:30 AM

Breakfast

8:30 AM - 9:30 AM

Keynote Speaker | Arel Moodie | Unlock the Power of Customer Loyalty: Turning Buyers into Lifelong Fans

9:45 AM - 10:30 AM

Keynote Speaker | Angela Ripley, IIABA Chair | Future of the Independent Agent and IIABA | CE Pending

11:00 AM - 12:00 PM

Morning Session | First Sergeant Peter Lazear | Virginia State Police Insurance Fraud Unit | CE Pending

12:00 PM - 1:00 PM

Lunch

1:00 PM - 2:30 PM

Afternoon Session | Harrison Brooks | Best Practices with Reagan Consulting | CE Pending

3:00 PM - 6:00 PM

Tradeshow

6:00 PM

Free Evening to Network

Tuesday June 30

7:00 AM - 8:00 AM

Morning Walk on the Beach with IIAV

7:45 AM - 2:00 PM

Registration Desk Opens

8:00 AM - 9:15 AM

Breakfast

9:30 AM - 10:30 AM

Keynote Speaker | Daniel DeLamater | COO Industry Update with Donegal Insurance Group | CE Pending

10:45 AM - 11:45 AM

Morning Session | Dale Steinke with Agents for Future Advisor | Agency Applications of AI | CE Pending

12:00 PM - 1:00 PM

Lunch N Learn | Jim Redeker & Dale Steinke | AI E&O Landmines to Avoid | CE Pending

1:00 PM - 2:00 PM

Afternoon Session | Dale Steinke with Agents for the Future Advisor | AI Hands on Breakout | CE Pending

2:00 PM - 6:00 PM

Beach Time: Join our Young Agents for a round of Bocci Ball

6:00 PM - 7:00 PM

Reception and VAIA Silent Auction

7:00 PM - 10:00 PM

Awards Dinner: Golden Eagle Award & Company Person of the Year featuring entertainment of **Dueling Pianos**

DON'T MISS THE FUN!

CASINO NIGHT

DUELING PIANOS

REGISTRATION FEES

	Before	After
Member (IIAV & Big "I" MD)	4/30/2026	4/30/2026
Full Registration	\$400.00	\$450.00
Sunday Reception Only	\$80.00	\$130.00
Monday Only with Tradeshow	\$140.00	\$190.00
Tradeshow Only	\$40.00	\$90.00
Tuesday Only with Reception and Awards Dinner	\$200.00	\$250.00
Non-Member	Before	After
	4/30/2026	4/30/2026
Full Registration	\$535.00	\$585.00
Sunday Reception Only	\$100.00	\$150.00
Monday Only with Tradeshow	\$190.00	\$240.00
Tradeshow Only	\$50.00	\$100.00
Tuesday Only with Reception and Awards Dinner	\$225.00	\$275.00

Please visit the registration page for additional pricing

Cancellation Policy: Cancellations made more than 10 days before the event are fully refundable. For Cancellations within 10 days, a fee of \$50.00 will apply. Please note no shows will forfeit their entire fee

Please contact member@iav.com or (804) 747-9300 for promo codes. Promo codes apply for first time attendees, young agents, and Big "I" MD Members.

Meet The Speakers

Arel Moodie

Arel Moodie helps organizations Build People PowerTM, transforming how teams work and win together through a breakthrough approach to human development. A tech founder, bestselling author, and keynote speaker, he's shown leaders from the White House to Fortune 500 companies how to turn workplace dynamics from constant friction into predictable excellence. He's spoken to nearly one million people across 48 states and 5 countries.

Angela Ripley

Angela Ripley is the owner and president of VW Brown Insurance Service in Columbia, Maryland, and became Big "I" chair in September 2025. With more than 25 years of experience as an independent agent, she has held key national roles within the Big "I," including chair of the Government Affairs Committee and member of the Board of Directors. She served on multiple agency advisory boards and was appointed by President Barack Obama to the NARAB Board.

First Sergeant Peter Lazear

First Sergeant Lazear is a Virginia Tech graduate who joined the Virginia State Police in 1998, serving first as a trooper in New Kent and Charles City Counties before becoming a special agent in the Arson/Bomb Unit. During his 11 years there, he became the first VSP member to earn the IAAI-Certified Fire Investigator designation. He later joined the HEAT program, focusing on education, equipment, and auto theft trends, and in 2022 was promoted to statewide coordinator for both the HEAT and Insurance Fraud Programs.

HOTEL ACCOMMODATIONS

IIAV has secured a block of rooms with a rate of \$334 per night (includes parking!). You will receive more information once you are registered for the event!

The Marriott Resort Virginia Beach Oceanfront

4201 Atlantic Ave, Virginia Beach, VA 23451

JOIN US AT THE BEACH

From sunrise on the boardwalk to vibrant nightlife and outdoor adventures, Virginia Beach offers more than a destination—it delivers an experience that keeps people engaged, inspired, and coming back.

With miles of beautiful coastline, award-winning dining, and a laid-back yet energetic atmosphere, Virginia Beach delivers an unforgettable experience where oceanfront views meet culture, cuisine, and coastal charm.

Harrison Brooks

Harrison Brooks is a partner at Reagan Consulting, where he focuses on mergers & acquisitions, agency valuations, and strategic consulting. He joined the firm in 2015 after working at Carousel Capital, a private equity firm specializing in business and consumer services investments. There, he led valuation work, due diligence, and strategic planning initiatives.

Daniel DeLamater

Daniel Delamater has served as Executive Vice President and Chief Operating Officer of Donegal Group Inc. since 2024. Previously, he held executive leadership roles, including Senior Vice President as Head of Field Operations and Senior Vice President of National Accounts with the Donegal organizations beginning in 2022.

Dale Steinke

Dale Steinke is the Director of Agent for the Future Advisors for Liberty Mutual and Safeco Insurance. A former journalist and AI advocate with over 20 years of experience, he helps independent insurance agencies leverage technology to drive growth and better serve customers. Dale is a frequent speaker, coach, and industry contributor with expertise in AI, sales enablement, and agency operations.

Jim Redeker

Jim Redeker is vice president and senior underwriter at Swiss Re Corporate Solutions and works out of the office in Kansas City, Missouri. Insurance products underwritten by Swiss Re Corporate Solutions America Insurance Corporation, Kansas City, Missouri, a member of Swiss Re Corporate Solutions.