



# IIAV 2025 CONVENTION & TRADE SHOW

**Navigating The Waters of Insurance  
in a Changing World**

# PROGRAM

*sponsored b;y*





Independent Insurance  
Agents of Virginia

# THANK YOU 2025 PARTNERS

## Platinum Partners



## Gold Partners



## Silver Partners



## Bronze Partners

Acuity  
Amerisafe  
Berkshire Hathaway  
Central Insurance  
Commonwealth Underwriters  
Encova  
Grange  
Harford  
JM Wilson

Keystone  
Landin Services  
Loudoun Mutual  
Main Street America  
Marsh Berry  
Millers Mutual  
National General  
Normandy Insurance CO  
Openly Insurance

Penn National  
PA Lumbermens Mutual Ins Co  
Shenandoah Mutual  
Summit Consulting  
The Zenith  
West Bend Mutual  
Westfield  
Windsor – Mount Joy



Independent Insurance  
Agents of Virginia

# TABLE OF CONTENTS

Thank You Partners	2
A Note from Your Chairman	5
Download the Convention App	6
Convention Schedule	7
Convention Speakers	9
IIAV Officers & Directors	11
IIAV Staff	13
VAIA Board of Directors	15
VFSC Board of Directors	17
Virginia Agent PAC	18
IIAV Past Chairman	19
General Information	21
Exhibitors and Map	23
Past Award Winners	25
Thank You Exhibitors & Sponsors	29

## Advertisers

AmTrust	31
AmWins	16
Builders Mutual	12
Donegal Group Inc	8
Elephant Insurance	14
EMC	16
Erie Insurance	28
FrontLine	32
Hanover Insurance Group	16
IIAV Education	32
IPFS	24
IRONPEAK	4
JSA	22
Liberty Mutual   Safeco	28
MMG Insurance	10
Narragansett Bay Insurance	28
Progressive	31
RLI	32
Rockingham Farmowners Plus	28
Risk Placement Services	16
VFSC	30

Independent Insurance  
Agents of Virginia

Virginia Financial  
Services Corporation

Virginia Association  
of Insurance Agents

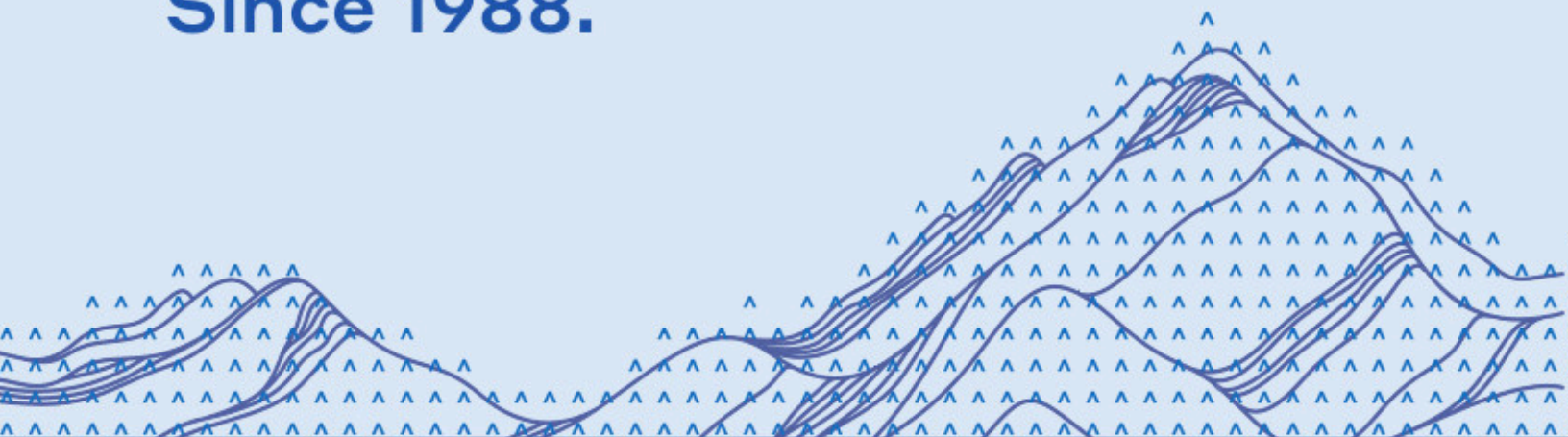
Virginia Agents Political  
Affairs Committee

[www.iiav.com](http://www.iiav.com)  
8600 Mayland Drive  
Richmond, VA 23294  
(800) 288-4428  
(804) 747-9300  
[members@iiav.com](mailto:members@iiav.com)





# Creating Win-Win-Win Relationships in Virginia Since 1988.



- Win more new business through optimized markets.
- Grow top-line commission revenue.
- Increase profit-sharing revenue with enhanced incentives for profitable growth.
- Build equity value while remaining 100% independent.

## Meet the team supporting our 224 Virginia Members:



Matt Ward



Lindy Bane



Judy Fox



Erin Marshall



Mike Fink



Chris Ward



**Not a Member Yet?**

Learn More: [ironpeak.com/va](https://ironpeak.com/va)



# WELCOME!

## IIAV 2025 Convention & Trade Show

Welcome back to the Marriott Virginia Beach Oceanfront for IIAV's 127th Annual Convention!

We are thrilled to return to this fantastic venue. This year's program is not only engaging but also varied, providing everyone with the chance to gather valuable and timely information to bring back to their agencies and companies.

While packed with education, we have also included some time for networking and fun. If you notice someone attending for the first time or a new member, please help welcome them into the IIAV family.

We also will recognize outstanding achievements by honoring our Agent of the Year with the Golden Eagle Award, as well as recognizing our Company Person of the Year.

We take immense pride in our company partners, sponsors, and exhibitors—those organizations that

went above and beyond to support our efforts in making this convention a success. Let's show our heartfelt appreciation for them by thanking those individuals whose name tag ribbons reflect their valuable contributions.

This year we are introducing our new Event App - an easy way for you to manage your Convention experience. Turn to the next page for instructions on how to download this new tool to help you make the most of the convention!

I would like to express my gratitude once again to the members of the IIAV Convention Committee for their wisdom and leadership in making this 127th Annual Convention possible for you and your families. I eagerly anticipate seeing you at the convention itself...and perhaps even on the beach.

IIAV Chairman of the Board  
**FOREST WAGNER**

F. A. Wagner  
Insurance Agency Inc.





# STAY INFORMED

Get the Big I Events App to stay informed throughout the convention and get access to Conference Schedule, Presentations, other information, & receive notifications!

## HOW TO DOWNLOAD

- Apple app store, search Big I Events or Big “I” Events
- In Google Play, search Big “I” Events for it to appear at the top of the list.
- Once you open the app, you will see a listing of conferences
- Select “2025 IIAV Annual Convention & Trade Show”



**Please let a member of the IIAV Staff know if you have any questions!**



# CONVENTION SCHEDULE

## SUNDAY, JUNE 22

10:00 am - 4:30 pm

Registration Desk Open *2nd floor Marriott*

8:00 pm - 10:00 pm

Opening Reception *Seaside Ballroom - D/E*

Music Bingo with Scott Findley | GREAT SCOTT!  
Entertainment

## MONDAY, JUNE 23

7:45 am - 6:30 pm

Registration Desk Open *2<sup>nd</sup> floor Marriott*

7:45 am - 8:30 am

Breakfast *Big Band Prefunction 2nd floor*

8:30 am - 9:30 am

Keynote Speaker *Seaside Ballroom - D/E*  
Sam Richter | Overview of Artificial Intelligence

9:45 am - 10:30 am

Keynote Speaker *Seaside Ballroom - D/E*  
Sam Richter | Harnessing AI to Transform Your Agency

11:00 am - 12:00 noon

Interview with Virginia Insurance Commissioner Scott  
White Seaside | VA CE Approve 1 Hour Ethics #  
228953 | *Seaside Ballroom D/E*

12:00 noon

Lunch Buffet *Big Band Prefunction*

Breakout Sessions:

12:30 pm - 1:30 pm

Breakout A | Bryan Lake | MarshBerry | "Attract and  
Retain Great People" *Goodman*

1:45 pm - 2:45 pm

Breakout B | Brian Ambrosia | MarshBerry |  
"Determining the Right Path" *Calloway*

12:30 pm - 2:45 pm

Breakout C | Bushwood v Noon Mock Trial | VA CE  
Approved 2 Hours CE #228520 | *Embassy Suites  
Ballroom*

3:00 pm - 5:30 pm

Trade Show *Seaside Ballroom*



## TUESDAY, JUNE 24

7:30 am - 2:00 pm

Registration Desk Open *2nd floor Marriott*

8:00 am - 9:15 am

Breakfast Buffet *Big Band Pre-function 2<sup>nd</sup> Floor*

9:30 am - 10:30 am

Keynote Speaker *Seaside Ballroom - D/E*  
Dave Tralka | InsurBanc | "Understanding Agency  
Value" | VA CE Approved 1 Hour OGI | #228947

10:30 am - 11:45 am

Mid-Morning Session *Seaside Ballroom - D/E*  
Carey Wallace | Agency Focus | "The Now Agency"  
VA CE Approved 1 Hour OGI #228946

12:00 noon - 1:00 pm

Lunch 'N Learn *Seaside Ballroom D/E*  
Insurance Institute for Business & Home Safety |  
Mary Uher | Narrow the Path: Minimize Damage  
from Natural Disasters | VA CE Approved 1 Hour  
P&C #228948

1:00 pm - 6:00 pm

Free Afternoon to Explore Virginia Beach

6:00 pm - 7:00 pm

Reception & VAIA Silent Auction with Special  
Guest *Big Band Pre-function 2<sup>nd</sup> Floor*

7:00 pm - 9:00 pm

Awards Dinner and Entertainment featuring  
Tim Gabrielson *Seaside Ballroom D/E*

### Awards Dinner Entertainment

For over 30 years, Tim Gabrielson has entertained and spoken across America, promoting a transformative message: "Look for the Good." His goal is to help people escape negative cycles, embrace gratitude, and foster positive change.



SCAN TO VIEW OUR NEW  
**COMMERCIAL LINES  
APPETITE GUIDE**



**Unlock your potential.  
Partner with Donegal.**

Learn more at [DonegalGroup.com](https://DonegalGroup.com)







Independent Insurance  
Agents of Virginia

# KEYNOTE SPEAKER



Sam Richter

Sam will inspire you on how to leverage business intelligence - search, social media, AI tools, and Generative AI - in ways you never thought possible to:

- Uncover prospects
- Connect with decision-makers
- Land high-value meetings
- Boost efficiency
- Unleash creativity and ultimately drive business growth and profit.

## THE SPEAKER LINEUP



Virginia Insurance  
Commissioner  
Scott White



Dave Tralka  
InsurBanc



Bryan Lake  
MarshBerry



Carey Wallace  
Agency Focus



Brian Ambrosia  
MarshBerry



Mary Uher  
Insurance Institute for  
Business & Home Safety

# EXCEPTIONAL PEOPLE, PRODUCTS, VALUE, AND SERVICE



At MMG Insurance, we offer a wide variety of property and casualty insurance options. Our products are designed to fit your customers' personal and business needs at a competitive price. We consistently provide superior service, exceptional ease of doing business, and overall great value to our policyholders and agents. In times like these, you can count on MMG Insurance.

We're proud to partner with agents like you—agents who share our commitment to excellence, every day.

**Tom Garcia**

Virginia Senior Territory Manager  
804.316.0178

**Chris Daniel**

Virginia Territory Manager  
804.240.7772

**Judge Parker**

Virginia Regional Director  
804.356.1137

**Nick Doss**

Senior Production Underwriter  
434.610.1982

**Steven "Cush" Cushman**

Commercial Lines Underwriter  
207.760.8534

**McCall Turner**

Commercial Lines Underwriter  
207.760.8737

1-800-343-0533  
[mmgins.com](http://mmgins.com)





# Independent Insurance Agents of Virginia (IIAV) Officers & Directors

DISTRICT 3  
DIRECTOR  
Eddie Gay, CIC  
Brown & Brown  
Insurance  
Agency of VA  
Inc.



**CHAIRMAN**  
Forest A.  
Wagner  
F. A. Wagner  
Insurance  
Agency Inc.



**CHAIR-ELECT**  
Troy Suter  
LD&B Ins &  
Financial Svcs



**VICE CHAIR**  
Don M. Giles, CIC  
Campbell  
Insurance



**IMMEDIATE  
PAST  
CHAIRMAN**  
Ryan M.  
Andrew  
The Andrew  
Agency Inc



**IIAV  
PRESIDENT &  
CEO**  
Robert N.  
Bradshaw, Jr.,  
MAM



Lisa Harmon,  
CIC, CPIA  
IIAV Chief  
Operating  
Officer & VFSC  
Executive Vice  
President  
Designate



**STATE  
NATIONAL  
DIRECTOR**  
Jill Roth  
The Ahart  
Agency Inc t/a  
Ahart Frinzi &  
Smith Insurance



**COUNSEL**  
Douglas M.  
Palais, Esq.,  
JD  
Woods  
Rogers  
Vandeventer  
Black PLC



**YOUNG  
AGENTS  
LIAISON**  
Michael  
Nusbaum  
S L Nusbaum  
Ins Agency  
Inc



**DISTRICT 1  
DIRECTOR**  
Mark Smith  
Aegis  
Agency LLC



**DISTRICT 2  
DIRECTOR**  
Charles  
Beemus  
Choice  
Insurance  
Agency



**DISTRICT 3  
DIRECTOR**  
Eddie Gay,  
CIC  
Brown &  
Brown  
Insurance  
Agency of VA  
Inc.



**DISTRICT 4  
DIRECTOR**  
Don Gantt  
Gantt  
Insurance



**DISTRICT 5  
DIRECTOR**  
Venee Galloway,  
CPCU, CBIA,  
CLCS, SBCS  
USI Insurance  
Services



**DISTRICT 6  
DIRECTOR**  
Jack Mallam  
Puffenbarger  
Ins & Fin Svcs



**DISTRICT 7  
DIRECTOR**  
Melisa Taylor-  
Dawson  
George B.  
Taylor Inc. t/a  
Taylor  
Insurance



**ASSOCIATE  
DIRECTOR**  
Dana Hamn  
Hanover  
Insurance  
Group



**ASSOCIATE  
MEMBER REP.**  
Clay Wiley  
Donegal  
Insurance  
Group

IT'S *why* WE DO IT.

**BUILDERS  
MUTUAL**

Since 1984, Builders Mutual has built a commitment to the construction industry that goes way beyond insurance. When we say we're here to protect and advance the unique needs of the contractor community, we mean it.

**WE'RE PROUD TO BE AT WORK WITH YOU.**

Visit [buildersmutual.com/ourwhy](http://buildersmutual.com/ourwhy) to learn more.



**Chris Berrier, CIC, CPIA**  
Territory Manager, Virginia  
804-802-0437  
[cberrier@bmico.com](mailto:cberrier@bmico.com)





# Independent Insurance Agents of Virginia (IIAV) Staff



Robert N. Bradshaw Jr.,  
MAM  
President & CEO



Sara Armor  
Director of First  
Impressions & Office  
Manager



Joseph L. Hudgins, CPCU  
Vice President -  
Technical Research and  
Government Relations



Rich Messler, CIC  
Director of Industry  
Relations



Anna McEachern  
Director of Professional  
Development and Events  
Management



Susan E. C. Perkins  
Education Coordinator



Molly Hayden  
Database & Website  
Manager  
mhayden@iiaav.com



Lisa Harmon, CIC, CPIA  
IIAV Chief Operating  
Officer & VFSC Executive  
Vice President Designate



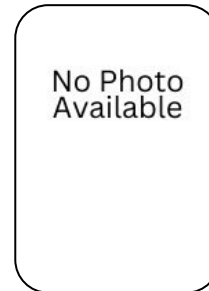
Rob Brill  
RLI Administrator



Melanie DeCola  
Insurance Account  
Executive



Kim Brown  
Insurance Account  
Executive



Stacy Lam  
Director of Accounting  
& Administrative  
Services

# Join our Herd!

**We offer great commissions, easy quoting, and direct appointments.**



- Direct agency appointments possible
  - An easy-to-navigate quote process
  - Easy-to-use API; direct integration to you or the industry's leading rating platforms
- 
- Accurate, first-time quoting
  - A variety of discounts for excellent savings, including a Work From Home Discount™
  - Unique value-added services like Diminishing Deductible and real-time Roadside Assistance
  - All electronic signatures, no trailing documents!





# Virginia Association of Insurance Agents (VAIA) Board of Directors



**CHAIR**  
 Cynthia Amick  
 S. L. Nusbaum  
 Insurance Agency



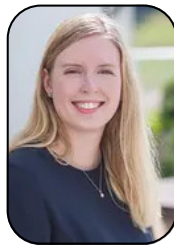
**IIAV PRESIDENT & CEO**  
 Robert N. Bradshaw,  
 Jr., MAM  
 IIAV/VFSC/VAIA



**TREASURER**  
 Ryan M. Andrew  
 The Andrew Agency,  
 Inc.



**VAIA EXECUTIVE  
 DIRECTOR**  
 Anna McEachern  
 IIAV/VAIA



**YOUNG AGENT  
 LIAISON**  
 Moira Bocrie  
 Heritage Insurance  
 Partners



**VAIA DIRECTOR**  
 Kyle B. Brown  
 ACUITY, A Mutual  
 Insurance Company



**IVAIA DIRECTOR**  
 Janet Buchanan, CPCU,  
 ARM, CIC  
 Towne Insurance  
 Agency



**VAIA DIRECTOR**  
 William Desko, CIC  
 Penn National Insurance



**VAIA DIRECTOR**  
 Jason Pittman, LUTCF,  
 CPIA  
 Encompass Insurance  
 Company



**VAIA DIRECTOR**  
 Heather A. Rogers  
 Hanckel Citizens  
 Insurance Corp.



**VAIA DIRECTOR**  
 Jamey Walthall, AISM  
 The Main Street  
 America Group



**VAIA DIRECTOR**  
 Jarrard "Rod" Powell,  
 REBC, CLCS  
 Encore Insurance  
 Group

VAIA is a non-profit 501(c)(3) organization organized to promote the insurance industry as a career objective.



## Your guiding light is needed more than ever.

As the tides of today's market continue to shift, insurance needs grow more complex.

Customers have never been more reliant on the knowledge and advice of independent agents like you. Backed by partners like us.

The Hanover stands ready to respond with agility. We deliver impactful insights and offer specialized capabilities that can help you power your growth and best serve your customers.

With you, every step

[hanover.com](https://hanover.com)



701-10749 (5225)



## We're keeping insurance human.

To better support you and your customers.  
To help you protect businesses in your community.  
To keep your agency thriving.

This is our promise. Let's achieve it together.  
[Learn more at emcinsurance.com](https://emcinsurance.com)

©Employers Mutual Casualty Company 2025. All rights reserved.

## WHY PARTNER WITH RPS?

Risk Placement Services, Inc. (RPS), one of the nation's largest specialty products distributors, offers valuable solutions in wholesale brokerage, binding, authority, programs, nonstandard auto and standard lines.

### FOR MORE INFORMATION CONTACT:

[ContactRPS@rpsins.com](mailto:ContactRPS@rpsins.com)  
866.595.8413  
[www.rpsins.com](https://www.rpsins.com)

© 2025 Risk Placement Services, Inc.  
RPSUS1 048/99



## What makes us different is **our commitment to the success of our clients.**

- Admitted and Non-admitted
- Commercial Lines
- Personal Lines
- Excess Liability
- Garage



**Scan to learn more**

We help you **win.** / [amwins.com](https://amwins.com)



# Virginia Financial Services Corporation (VFSC) Officers & Directors



**PRESIDENT**  
 H. Hunter Odom, Jr.  
 Suffolk Insurance Corp.



**VICE PRESIDENT**  
 Priscilla Hottle  
 Hottle & Associates



**TREASURER**  
 Ryan Andrew  
 The Andrew Agency



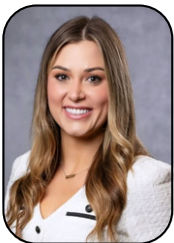
**IIAV CHIEF OPERATING  
 OFFICER & VFSC  
 EXECUTIVE VICE  
 PRESIDENT**  
 Lisa Harmon CIC, CPIA  
 IIAV/VFSC/VAIA



**IIAV PRESIDENT & CEO**  
 Robert N. Bradshaw,  
 Jr., MAM  
 IIAV/VFSC/VAIA



**IIAV BOARD LIASION**  
 Don M. Giles, CIC  
 Campbell Insurance



**YOUNG AGENT  
 LIASION**  
 Georgia Schelberger  
 Towne Insurance  
 Agency



**VFSC DIRECTOR**  
 Michael Funkhouser  
 Haun Magruder Inc



**VFSC DIRECTOR**  
 Pam Pine  
 Loudoun Insurance  
 Group



**VFSC DIRECTOR**  
 Michael Yergey  
 Yergey Ins Svcs LLC



**VFSC DIRECTOR**  
 Franklin Butler  
 Butler Ins Agency Inc



**VFSC DIRECTOR**  
 Wayt Timberlake  
 Bearing Insurance-  
 Charlottesville



## Protecting the Interests of Independent Insurance Agents and the Independent Agency System

As an independent agent, you encounter various business challenges on a daily basis. Recently, legislative debates have centered around privacy liability, tort reform, and cyber liability—issues that directly affect you and your clients. Virginia boasts some of the most competitive premiums for auto, homeowner, and workers' compensation insurance in the country, primarily due to its business-friendly regulatory and legislative landscape. VAPAC plays a crucial role in maintaining this favorable environment by backing legislators who advocate for these beneficial conditions.

Established in the mid-1970s by the Independent Insurance Agents of Virginia, VAPAC aims to consolidate contributions to elect or re-elect Virginia legislators who support the independent agency system. VAPAC evaluates legislators' voting records to support those who promote a favorable business environment in Virginia.

### PAC Contributors to Virginia Legislators

Trial Lawyers: \$1 million | Real Estate Agents: \$1.3 million | Hospitals: \$1.1 million | General Contractors: \$500,000  
**Insurance Agents \$0 without your support!**

☐ **YES! I would like to support business friendly legislators.**  
Please accept my VAPAC contribution of \$\_\_\_\_\_

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

Agency: \_\_\_\_\_

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

City/State/Zip: \_\_\_\_\_

Credit Card (select one): ☐ Visa ☐ MC ☐ AMEX ☐ Discover

Card #: \_\_\_\_\_

Exp. Date: \_\_\_\_\_ V-code: \_\_\_\_\_

Billing St. Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Issued To: \_\_\_\_\_

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



Giving to VAPAC:

VAPAC is a non-partisan, non-profit political committee.

VAPAC's contribution history can be found at [www.vpap.org](http://www.vpap.org).

Contributions to VAPAC are not deductible on federal or state taxes.

Contributions can be made by personal or company check or card.

Send completed form and payment to IAV | 8600 Mayland Drive | Richmond, VA 23294 or Fax to 804-747-6557





# IIV Past Chairman

Elected	Name	Place of Convention
1899	*W. L. Deckert	Lynchburg
1900-02	*L. W. Childrey	Oceanview, Roanoke
1903-04	*Charles I. Lunsford	Washi D. C., Newport News
1905-06	*W. T. Paxton	Richmond
1907-08	*Coleman Wortham	Richmond
1909-10	*W. L. Pierce	Richmond
1911-12	*T. G. Bruch	Cape Henry, Newport News
1913-14	*J. D. Crowle, Jr.	Cape Henry, Newport News
1915-16	*George McG. Goodridge	Richmond
1917	*G. C. Price	Roanoke
1918	*Refus Parks	Petersburg
1919-20	*James T. Catlin, Jr.	Richmond, Roanoke
1921-22	*E. E. Goodwyn	Lynchburg, Norfolk
1923-24	*L. T. Dobie	Richmond, Roanoke
1925	*C. P. Walford, Jr.	Newport News
1926	*John E. Overby	Charlottesville
1927-28	*Calvert R. Dey	Virginia Beach, Old Point
1929	*T. Garnett Tabb	Alexandria
1930	*E. W. Kelley	Roanoke
1931-32	*W. O. Wilson	Bristol, Richmond
1933-34	*James J. Izard	Charlottesville, Staunton
1935	*D. C. Hancock	Virginia Beach
1936	*Roger Clark	Lynchburg
1937-38	*J. Davis Ewell	Old Point, Hot Springs
1939	*Stuart Ragland	Richmond
1940	*Benjamin Burroughs	Virginia Beach
1941	*Edmund T. DeJarnette	Roanoke

Elected	Name	Place of Convention
1942	*Caleb D. West, Jr.	Richmond
1943	*Jacob Haun	Richmond
1944	*Marvin L. Wilson	Roanoke
1945	*John T. Minter	Richmond
1946	*Theo W. Kelley	Virginia Beach
1947	*J. Victor Arthur	Roanoke
1948	*Warren F. Curtis	Virginia Beach
1949	*Frank E. Kinzer	Roanoke
1950	*H. Linwood Ford	Hot Springs
1951	*Walter G. Stephenson	Virginia Beach
1952	*Thom W. Henderson	Roanoke
1953	*William H. Branch	Roanoke
1954	*Albert E. Cox	Virginia Beach
1955	*Edwin J. Morgan	Roanoke
1956	*Giles M. Robertson	Old Point
1957	*C. M. Flintoff	Roanoke
1958	*G. Keith McMurran	Virginia Beach
1959	*Jay C. Litts	White Sulphur Springs, WV
1960	*Hugh H. Coiner	Virginia Beach
1961	*Julian H. Rutherford, Jr.	Hot Springs
1962	*J. Norvell Trice	Virginia Beach
1963	*Richard L. Beale, Jr.	Roanoke
1963	*John G. Goodwin	Richmond
1964	*Linwood G. Robinson	Virginia Beach
1965	*L. Graham Haynie, Jr.	Virginia Beach
1966	*Jack Neumann	Arlington
1967	*Richard B. Elliot	Hot Springs

\*Denotes deceased



# IIV Past Chairman

Elected	Name	Place of Convention
1968	*Yuille Holt, Jr.	Nassau, B.W.I.
1969	G. H. Story, Jr.	Arlington
1970	*George D. Griffith, Jr.	Bermuda
1971	Charles M. Morrison	Hot Springs
1972	*J. Victor Arthur, Jr.	Virginia Beach
1973	*Thom W. Henderson, Jr., CPCU	Grand Bahama, B.W.I.
1974	Robert K. Nein, CPCU, CLU	Hot Springs
1975	*John E. Sim	Hot Springs
1976	*Stephen A. Lester, Sr.	Hot Springs
1977	Robert E. Mullen, Jr.	Williamsburg
1978	*Dwight L. Dillon	Bermuda
1979	*Daniel J. Arris, AAI	Hilton Head, SC
1980	Philip A. Colclough, Jr.	Hot Springs
1981	*Benjamin B. Dutton, Jr.	Williamsburg
1982	*L. Philip Cox, Jr.	Virginia Beach
1983	*Daniel J. Peacock, CPCU	Bermuda
1984	*Robert J. Dennis	Virginia Beach
1985	*Richard L. Meador	Hot Springs
1986	Wilford H. Ball, III, CPCU, AAI	Richmond
1987	*Ralph Snead	Hilton Head, SC
1988	*Charles B. Gibson, Sr., CLU, CHFC	Virginia Beach
1989	James S. Day, Jr., AAI, CLU	Hot Springs
1990	Lowery D. Finley, III, CPCU, PFP, AAI	Nashville, TN
1991	Barnard W. Grier, CPCU	Hilton Head, SC
1992	*Vernell H. Hogan, CIC, AAI	Hilton Head, SC
1993	D. Wayne Smart	Norfolk
1994	R. David Priest, CPCU, AAI	Myrtle Beach, SC
1995	*Harold D. Slemp	Myrtle Beach, SC

Elected	Name	Place of Convention
1996	*H. Powers Thomas	Virginia Beach
1997	*Charles J. Cralle', CPCU, ARM	Hilton Head, SC
1998	Richard A. Farmar, III, CPCU, AAI	Hot Springs
1999	James P. Bradner	Myrtle Beach, SC
2000	C. Dwight West, III, CPCU	Myrtle Beach, SC
2001	Cyrus P. Barger, Jr.	Norfolk
2002	Stephen A. Lester, II	Wintergreen
2003	*Charles F. "Bill" Bullington	Virginia Beach
2004	M. Stevens Harris	Williamsburg
2005	Thomas L. Welch, CPCU, CIC	Leesburg
2006	Michael F. Funkhouser	Hot Springs
2007	Tyler W. Hancock, AAI	Virginia Beach
2008	Cindy Amick	Norfolk
2009	Cruger S. Ragland, Jr.	Williamsburg
2010	Robert A Yergey	Virginia Beach
2011	John O. Watson	Hot Springs
2012	Thomas C. Via, Jr., CIC	Virginia Beach
2013-14	*Robert T. Short, CPCU, AIS	Virginia Beach
2014-15	William H. Talley, IV	Charlottesville, VA
2015-16	Jason Angus	Virginia Beach
2016-17	W. Monty Dise	Richmond - Expo
2017-18	Douglas B. Megill	Richmond - Expo
2018-19	Hunter H. Odom, Jr.	Virginia Beach
2019-20	Dennis C. Winfree, CIC	Virginia Beach
2020-21	Jill C. Roth, AAI	Virtual
2021-22	Priscilla G. Hottle	Virginia Beach
2022-2023	Michael Yergey	Virginia Beach
2023-24	Ryan Andrew	Virginia Beach

\*Denotes deceased



# General Convention Information

## AMERICANS WITH DISABILITIES

In accordance with Title III of the Americans with Disabilities Act, we ask event registrants to advise us of any disability and requests for needed accommodations. Your request for assistance should be submitted as soon as possible to an IIAV staff member.

## CELL PHONES

As a courtesy to everyone, we ask that you please turn off your cell phones during our sessions, or place them in the mute/vibrate mode. Violators will be charged a \$50 fee which will go to VAPAC.

## EVENT SURVEY

Please be sure to complete and return the survey, which will be emailed after the event. We value your insight about how we can continue to provide the quality programs you expect and deserve. Thank you for taking just a few moments of your time to give us your opinion.

## TRADESHOW

Our exhibit hall is once again sold out-and is conveniently located in the Seaside Ballroom and its foyer. The exhibit hall will be open on Monday from 3:00 p.m. - 5:30 p.m. All agent attendees should bring plenty of business cards for special prize drawings. Each agent attendee has a Passport, including a map with exhibitor names and booth numbers in their registration packet. This passport is designed to help you maximize the numerous resources and solutions our vendors have to offer. Fill it up by visiting with vendors in our hall and expand your capacity to serve your clients. Be sure to have each exhibitor initial next to their booth number on your card. Agents who visit at least 50 booths will be eligible for the Tradeshow grand prize, to be awarded at the end of the Tradeshow.

## FOOD ALLERGIES

If you have any food allergies, please let our event registration staff know immediately upon your arrival in order to discuss alternatives for your event meals.

## NAME BADGES

Blue Bar - Agency Registrants  
Red Bar - Company Registrants & Exhibitors  
Yellow Bar - Guest/Spouse

## VAIA SILENT AUCTION

You have the chance to make a huge difference for the future of our industry! On Tuesday evening, we're holding a silent auction - we've got some fantastic items that we're sure you'll be excited about and lucky to win! Proceeds support VAIA's mission of attracting new talent and promoting career opportunities for the insurance profession.

## RECEPTION & AWARDS DINNER

We hope you have registered to attend the Awards Dinner Tuesday evening at 7:00pm in the Seaside Ballroom. It will be an exciting evening with good food, good drink, good fellowship, good entertainment, and the VAIA auction.

## YOUNG AGENTS

We are always pleased to have our young agents join us at our events. This group of talented individuals form the lifeline of this association. We hope you will make them feel welcome and take time to get to know them. They can be easily spotted by their bright green "Young Agent" ribbons. If you are interested in learning more about the Young Agents' Program, please see Michael Nusbaum.

## FIRST-TIMERS

First time attendees WELCOME, and please don't forget to pick up your light blue ribbon when you register! For you "old timers", please make the First-Timers welcome!!



# Arrr You Covered?



Smooth Sailing Starts  
with a Smart Crew —  
That's JSA!

Grace Brown

Ryan Walton

Crewmates Grace and Ryan  
will help you navigate the risky tides!

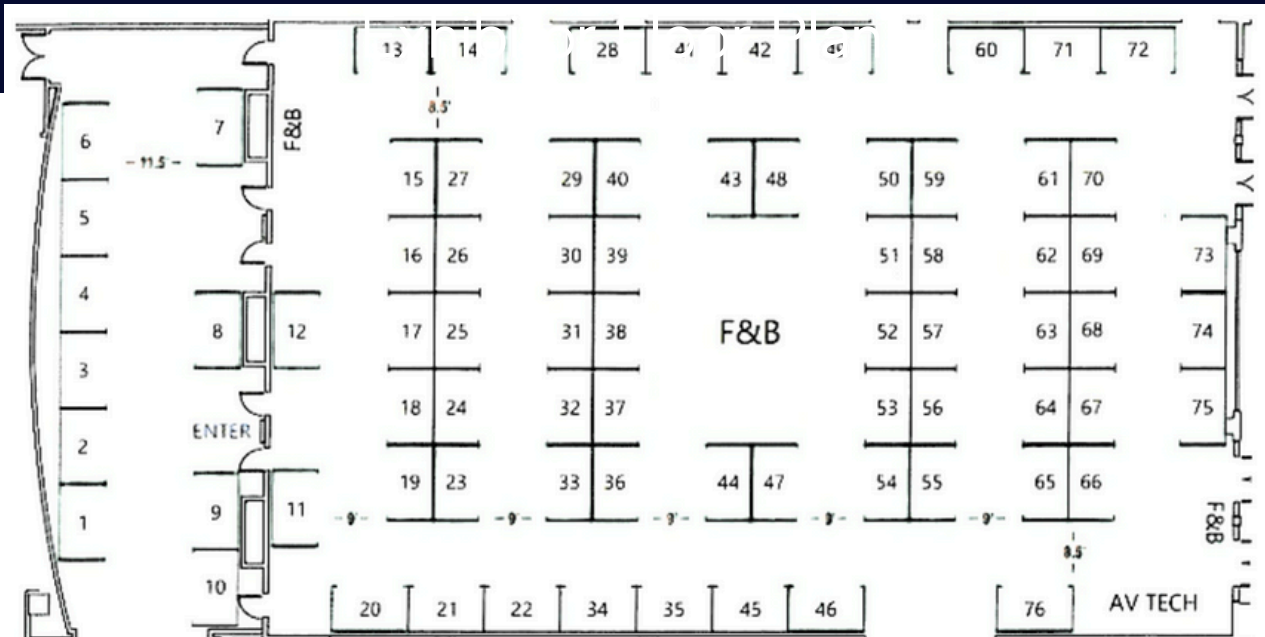
800-342-5572  
[www.jsausa.com](http://www.jsausa.com)

Be sure to visit the JSA booth!

#jsausa







Accident Fund Ins Company of America	69	Ironpeak Mid-Atlantic	20
Acuity Ins	38	Jackson Sumner & Assocs	75
Adapt	31	JM Wilson Corp	24
AFCO Credit Company	29	Johnson & Johnson	30
AmTrust Financial	56	Landin Services/Commonwealth Contractors/VA Commerce	33
Amwins	68	Liberty Mutual Mid- Atlantic Region	11
Applied Systems	23	Markel	49
Assurance America Ins Co	71	McNeil & Co.	57
Axon Underwriting Services, LLC	51	Mercury Ins Grp	18
Berkshire Hathaway Homestate Companies	13	Millers Mutual Insurance Group	39
Berkshire Hathaway Homestate Companies	67	MMG Insurance	16
Builders Ins Grp	43	MSP	10
Builders Mutual Insurance Company	15	Narragansett Bay Insurance Company	66
Capitol Group	58	National General, an Allstate Company	60
Cara	62	Nationwide Insurance	73
InsurBanc	1	New England Excess Exchange	9
Commonwealth Underwriters/Monarch E&S	22	Orchid Insurance	54
Donegal Insurance Group	17	Paul Davis	7
DRIVE SMART Virginia	63	Pennsylvania Lumbermens Mutual Insurance Company	28
Dual Specialty Construction & Transport	35	Philadelphia Ins Companies	45
Elephant Auto Insurance	76	Progressive Insurance	70
EMC Insurance Company	21	RLI Surety	64
ePayPolicy	5	RPS	37
Erie Insurance	65	Sagesure	4
FCCI Ins Grp	26	Selective Insurance	47
Forestry Mutual Ins Co	72	Shield Commercial Ins Svcs	32
Forge Insurance	41	SIAA • The Agent Alliance	27
Frontline Insurance	25	State Corp Comm Bureau of Ins	2
GEICO	40	Summit Consulting Inc	12
Goodville Mutual Casualty Co.	55	Tapco Underwriters	42
Grange Insurance	48	The Main Street America Group	74
Hanover Ins Grp	14	The Zenith	46
HawkSoft, Inc.	34	Travelers Insurance Cos - Chantilly	19
Highview National Insurance Group	61	Utica First Ins Co	3
ICW Group - Glen Allen	59	VA Financial Svcs Corp	36
IIAV Young Agents (Game Desk)	6	Victor Insurance Managers	50
Imperial PFS	53	Workpartners	44
Independent Insurance Agents of Virginia	8		

# HIT THE JACKPOT with IPFS® Technology

Independent Insurance  
Agents of Virginia  
win big with our single  
platform of innovative  
premium financing and  
payment technology  
solutions.

## 24/7 Account Access & Dashboard Insights

### IPFS Connect®

Access account information, make payments, and update information from anywhere, at any time with our mobile phone application.

### ipfs.com

Gain insight into how your insureds are using IPFS services from your agency dashboard on ipfs.com.

## Seamless Back Office Management

Our options save you time, reduce paperwork, and alleviate the hassle of manual account management.

- Simplified Quoting
- eForms and eSignature
- Integrations
- Cancellation Avoidance Tools

## IPFS PAYMENTS

POWERED BY AND DONE®

IPFS Payments Powered by AndDone gives you access to:

- Branded Payment Pages
- Real-Time Transaction Dashboard
- Embedded Payments & Premium Finance
- Configure Statement Descriptors

**Ready to get started?**  
**Contact me for more info:**

**Shane Powers | 540-246-9331 | [shane.powers@ipfs.com](mailto:shane.powers@ipfs.com)**



IPFS® is a trade name affiliated with IPFS Corporation® (IPFS®), a premium finance company. Loans remain subject to acceptance by IPFS in its sole discretion; issuance of a quote does not constitute an offer to lend. IPFS's down payment processing service is provided as a convenience only and is subject to prior agreement to IPFS's terms and conditions. Our electronic payment processing service provider may charge a technology fee where allowed by law. Restrictions may apply to revenue and late fee sharing, and available only where allowed by applicable law and applicable fee sharing agreements. Access to products and services described herein may be subject to change and are subject to IPFS's standard terms and conditions in all respects, including the terms and conditions specifically applicable to use of IPFS's website and mobile application, as applicable, and IPFS's eForms Disclosure and Consent Agreement. Copyright © 2024 IPFS Corporation. All rights reserved.





# IIV Agent of the Year Golden Eagle Award



## Past Award Winners

The IIV Agent of the Year “Golden Eagle Award” recognizes the outstanding contributions of an agency member. Nominations may be made by any IIV member on the basis of an individual’s industry/professional contributions, association involvement, continued growth, agency achievements and community activities.

Year	Agent of the Year
1979/80	-----
1980/81	Dan Arris
1981/82	Bill Ball
1982/83	Davis Priest
1983/84	Abe Firestone
1984/85	-----
1985/86	-----
1986/87	Ed Cruch
1987/88	Louis Jervy, Jr.
1988/89	Yuille Holt
1989/90	Bill Ball
1990/91	Gene Hayes
1991/92	Dick Meador
1992/93	Barney Grier
1993/94	Charles J. Cralle'
1994/95	Jim Day
1995/96	Dick Lash
1996/97	Harold Slempp
1997/98	G. Thomas Gay, CIC
1998/99	Stevens Harris
1999/20	Edmund Benson
2000/01	W. Thomas Parson

Year	Agent of the Year
2001/02	Doug Favre
2002/23	Cynthia W. Amick
2003/04	Lowery D. Finley, III, CPCY, PFP, AAI
2004/05	Thomas R. Phillips
2005/06	Robert T. Short, CPCI, AIS
2006/07	Robert A. Yergey
2007/08	Hubel "Trip" Robins, III, CPA
2008/09	James P. Bradner
2009/10	Chris Archer
2010/11	W. Monty Dise
2011/12	Dennis C. Winfree, CIC
2012/13	Pettus LeCompte
2013/14	Francine G. Deir
2014/15	Carlton L. Gill, Jr., CPCU, ARM, CLU, CRIS
2015/16	-----
2016/17	-----
2017/18	William H. Talley, IV
2018/19	Charlie Nusbaum
2019/20	-----
2020/21	Ben Winters
2021/22	Tyler Hancock
2022/23	Hunter Odom
2023/24	Thomas (Tommy) Via, Jr.



# IIAV Young Agent Award

## Past Award Winners

Year	Young Agent
1979/80	William D. Meade
1980/81	Yuille Holt III
1981/82	Robert T. Short
1982/83	R. David Priest
1983/84	Ralph Wheeler
1984/85	Ashton D. Mitchell
1985/86	Glen W. Phillips
1986/87	Rick Farmar
1987/88	Walter Robertson
1988/89	Vickie Bibee
1989/90	Bill Haynie
1990/91	Bill Haynie
1991/92	Charlie Nusbaum
1992/93	Tom Eackles
1993/94	Doug Megill
1994/95	Lynn Southerly
1995/96	Michael Keating
1996/97	Charles Gibson, Jr.
1997/98	Maureen P. Scholz, ACSR, CIC
1998/99	-----
1999/20	-----
2000/01	-----

Year	Young Agent
2001/02	Michael Thomas Yergey
2002/23	Bryan F. Casey
2003/04	Robert A. Yergey
2004/05	Michael F. Funkhouser
2005/06	Lisa J. Campbell
2006/07	Dawn M. Dotson, ACSR, AIAM, AAI
2007/08	Shannon H. Dooley
2008/09	Crystal Miller Johnson
2009/10	Jen Bolduc
2010/11	Jason Priest
2011/12	Adam Winfree
2012/13	Matthew Slye
2013/14	Jill C. Roth, AAI
2014/15	Eric A. Young, MBA
2015/16	Brittany Totty
2016/17	Jennifer Garriques
2017/18	Laura Muller
2018/19	Mark Horton, CLCS, CBIA
2019/20	-----
2020/21	Ryan Atkinson
2021/22	Jake Nelson
2022/23	Laura Hancock
2023/24	Greg Dean





# IIV Company Person of the Year Award



## Past Award Winners

IIV Company Person of the Year Award was established to recognize the outstanding contributions of a company representative. Nominations may be made by any IIV member for an individual who has demonstrated professionalism in the insurance business, excellence in public relations and fostering agent-company relations.

Year	Associate/Company
1979/80	-----
1980/81	Bob Robertson
1981/82	Bob Tate
1982/83	Tom Bondurant
1983/84	Bill Humphries
1984/85	Joseph Wesley Tuck
1985/86	Steven Firestone
1986/87	Tom Bondurant
1987/88	Jim Allonier
1988/89	Debby Kay
1989/90	Gene Lyon
1990/91	Bonnie Hartman
1991/92	J. Scott Coon
1992/93	Marke Goode
1993/94	Harry P. Gekas
1994/95	John Jennings
1995/96	Charles Lynch (posthumous)
1996/97	Karen "Sue" Loan
1997/98	Matthew L. Ward
1998/99	Benjamin Marshall
1999/20	Tracey Blumberg, CIC
2000/01	W. Morris Skeen, CIC, MBA

Year	Associate/Company
2001/02	Gordon E. Fette, CPCU, CIC, AAI, AIS
2002/23	Mary Bertolasio, MBA, CIC
2003/04	James R. "Judge" Parker
2004/05	Elizabeth D. McKinney
2005/06	Martha A. Davis, CPCU, CIC
2006/07	Keven P. Kowar, CIC, AU
2007/08	Lee Nixon, GMAC Insurance
2008/09	Steve Franklin
2009/10	Marcia Barber
2010/11	Donald Bragg
2011/12	Denise Perlman
2012/13	Annette Winston
2013/14	R. Shane Powers
2014/15	Lisa Conley-Johnson, AIAM, AINS, AISM
2015/16	-----
2016/17	-----
2017/18	Wayne L. Sumner
2018/19	Connie Boyd, ACSR, AIAM, CPIA
2019/20	-----
2020/21	Michelle Via
2021/22	Chris Swain
2022/23	Dana Hamm
2023/24	Jamie Walthall



For over 150 years, Rockingham Insurance has supported farmers with dependable coverage and personalized service designed to meet the unique needs of agricultural operations.

## OUR SWEET SPOT

- ✓ Small & Medium Sized Farms
- ✓ TIV Up to \$3M
- ✓ Primary Dwelling Values Up to \$1.5M
- ✓ \$2M Primary Liability Limit Available
- ✓ Higher Insurance Score
- ✓ Poultry Confinement, Cattle and Hay Farms, Hobby Farms, & Dairy Operations

We support our independent agent partners with competitive commissions, niche expertise, user-friendly technology, marketing support, and book roll opportunities. Call or email us at [inquiries@rockingham.farm](mailto:inquiries@rockingham.farm) today to explore how we can help you win more Farm accounts.

ROCKINGHAM.FARM

(833) ROC-FARM

# Now open in VA, MD and DE

A coastally focused  
homeowners insurance carrier.



**NARRAGANSETT BAY<sup>®</sup>**  
INSURANCE

**Brian Smith**

AVP - Virginia Territory Manager  
[bsmith@nbic.com](mailto:bsmith@nbic.com) • Mobile: 757-268-7314

## WHY ERIE?

Since 1925, we've been rooted in honesty, decency, and—above all—customer service.

**BE THE  
COMPETITION<sup>™</sup>**



Erie Insurance<sup>®</sup>  
BECOME AN ERIE AGENT.COM

CMS-8-8



When it comes  
to independent  
agents, we're all in.

Get to know our products and  
programs designed for your success.



©2015 Liberty Mutual Insurance



# Thank You!



Independent Insurance  
Agents of Virginia

## Exhibitors & Sponsors!

Accident Fund Ins Company of Am  
Acuity Ins  
Adapt  
AFCO Credit Company  
AmTrust Financial  
Amwins  
APCIA  
Applied Systems  
Assurance America Ins Co  
Augusta Mutual Ins Co  
Axon Underwriting Services, LLC  
Berkshire Hathaway Guard Insurance Companies  
Berkshire Hathaway Homestate Co  
Builders Insurance Grpup  
Builders Mutual Insurance Company  
Bureau of Insurance  
Capitol Group  
Cara  
Commonwealth Underwriters/Monarch E&S  
Donegal Insurance Group  
DRIVE SMART Virginia  
Dual Specialty Construction & Transport  
Elephant Auto Insurance  
Elephant Insurance  
EMC Insurance Company  
ePayPolicy  
Erie Insurance  
FCCI Ins Grp  
Forestry Mutual Ins Co  
Forge Insurance  
Frank Winston Crum Ins Co  
Frontline Insurance  
GEICO  
Goodville Mutual Casualty Co.  
Grange Insurance  
Hanover Ins Grp  
HawkSoft, Inc.  
Highview National Ins Group  
ICW Group - Glen Allen  
IIAV Young Agents (Game Desk)  
InsurBanc  
Imperial PFS  
Ironpeak Mid-Atlantic

Jackson Sumner & Assocs  
JM Wilson Corp  
Johnson & Johnson  
Keystone Insurance Group  
Landin Services/Commonwealth Contractors/VA  
Commerce  
Liberty Mutual Mid- Atlantic Region  
Loudoun Mutual Ins Co  
Markel  
McNeil & Co.  
Mercury Ins Grp  
Millers Mutual Insurance Group  
MMG Insurance  
MSP Design Group  
Narragansett Bay Insurance Company  
National General, an Allstate Company  
Nationwide Insurance  
New England Excess Exchange  
Normandy Ins Co  
Orchid Insurance  
Paul Davis Resotation of Greater Richmond  
Philadelphia Ins Companies  
Progressive Insurance  
RLI Surety  
Rockingham Farmowners PLUS  
RPS  
SageSure  
Selective Insurance  
Shenandoah Mutual Fire Ins Co  
Shield Commercial Ins Svcs  
SIAA • The Agent Alliance  
Summit Consulting Inc  
Tapco Underwriters  
The Main Street America Group  
The Zenith  
Travelers  
Travelers Insurance Cos - Chantilly  
Utica First Ins Co  
VA Financial Svcs Corp  
Victor Insurance Managers  
Workpartners  
Young Agents Committee



## *The Agents* **AGENCY**

### Who We Are Our Service

As the for-profit subsidiary of the Independent Insurance Agents of Virginia (IIAV), VFSC is dedicated to serving the very specific needs of independent insurance agencies of Virginia.

As part of your association, we understand your business and how to provide you both great coverage and great service.



Errors & Omissions Coverage



Cyber Liability Coverage



Employment Practices  
Liability Coverage



Directors & Officers Liability



Excess Liability

Ask us about markets we have for your customers!



Call For More Info  
804-747-9300



Independent Insurance  
Agents of Virginia





# Small Business Insurance You Can Trust.

AmTrust delivers outstanding insurance and risk solutions to our clients and partners through innovation, niche expertise, and unparalleled service.

[www.amtrustinsurance.com](http://www.amtrustinsurance.com)



## AGENTS OF *Solidarity*

***We're with you every step of the way***

Behind every Progressive agent is the support of more than 66,000 Progressive employees. It's our mission to make sure you have the tools and resources you need to succeed.

From caring field sales reps to dedicated agent service teams, we're ready to help you grow. Plus, we supplement your counsel and guidance with around-the-clock claims and customer service via our mobile app and online servicing.

Whether it's sales, service, claims or anything in between, you've got a partner every step of the way.

### TO LEARN MORE

Search for us online at Agents of Progressive, Progressive Connect, or Progressive Appointment.



**PROGRESSIVE**



Helping Make Things  
Better for Over 25 Years.

278B

ACTIVELY  
INSURED

22+

MAJOR STORMS  
WEATHERED

**FRONTline**  
INSURANCE

PERSONAL LINES LAUNCHING FALL '25

[frontlineinsurance.com](http://frontlineinsurance.com)



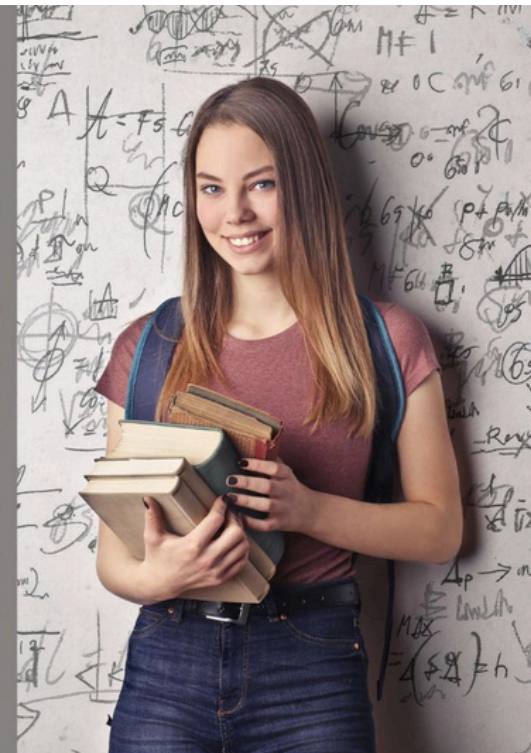
Independent Insurance  
Agents of Virginia

# RLI Umbrella Program

For your customers that  
need extra protection

- No Fees
- No Volume Commitments
- Ownership of Expirations

Call IIAV for Information  
804-747-9300



Independent Insurance  
Agents of Virginia

# IIAV Education

## SOMETHING FOR EVERYONE!

[IIAV.COM](http://IIAV.COM)