



ATTENDEE REGISTRATION
IIAV'S 125TH CONVENTION AND TRADESHOW
JUNE 25 - 27, 2023 MARRIOTT VIRGINIA BEACH OCEANFRONT

CONVENTION SCHEDULE

SUNDAY - JUNE 25

7:00pm - 8:00pm **First Timer & Young Agent Reception**

8:00pm - 10:00pm **Welcome Dessert Reception: *Step Into the Past***

MONDAY - JUNE 26

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

9:00am - 10:30am **KEYNOTE: *The Future is Now***
Crystal Washington

10:45am - 11:45am **Midmorning Session: *The State of the Industry***
Commissioner Scott White

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

12:15pm - 1:15pm **BREAKOUT SESSIONS 1:**

1A: *Regulator Update*
Richard Tozer, Bureau of Insurance

1B: *Cyber Insurance: Where We Have Been and Where We are Going?*
Dillon Behr, RPS

1:30pm - 2:30pm **BREAKOUT SESSIONS 2:**

2A: *Past Mistakes that Lead to Future Lawsuits*
Doug Palais, Esq., JD

2B: *Replacement Cost... Really Isn't what You've Told Them*
Chris Boggs, IIABA

3:00pm - 6:30pm **TRADESHOW: *A Stroll Through Time***

TUESDAY - JUNE 27

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

9:30am - 10:30am **KEYNOTE: *Insurance Trends for the Future***
Doug Smith, Erie

10:45am - 11:45am **Midmorning Session: *The Future for the Independent Agent***
Jon Jensen, Correll Insurance Group, Past President IIABA

12:00pm - 1:00pm **LUNCH N' LEARN: *Tips & Tricks for Recruiting Today***
Lisa Ritchie, The Affinity HR Group

6:30pm **Awards Banquet: *Slipping into the Future***
Reception & VAIA Silent Auction
Dinner & Dessert Reception



HERE'S A TIP!

SEVERAL OF OUR EVENTS THIS YEAR ARE THEMED! OUR OPENING DESSERT RECEPTION IS INSPIRED BY THE ROARING TWENTIES, AND OUR TRADE SHOW IS A WALK THROUGH THE DECADES... AND EVEN A STEP INTO THE FUTURE.

FEELING EXTRA FESTIVE? BE SURE TO DRESS FOR THE TIME!

A LOOK AT OUR SPEAKERS



Crystal Washington

The Future is Now

Infusing humor, Crystal is known for her ability to take complex technology topics and make them easy to understand and accessible for everyday professionals and small business owners, across generations. Whether talking about her crazy technology missteps or how to combine online with offline customer interactions to build relationships, audiences relate to her practical, non-tech jargon approach to using tech to make us all more efficient, effective, and connected.



Dillon Behr

Cyber Insurance: Where We Have Been and Where We are Going?



Chris Boggs

Replacement Cost... Isn't Really What You've Told Them



Jon Jensen

The Future for the Independent Agent



Doug Palais Esq., JD

Past Mistakes that Lead to Future Lawsuits



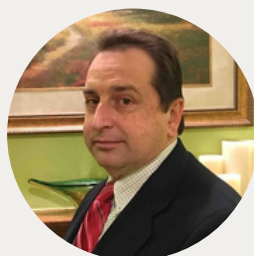
Lisa Ritchie

Tips & Tricks for Recruiting Today



Doug Smith

Insurance Trends for the Future



Richard Tozer

Regulator Update



Commissioner Scott White

The State of the Industry

The opportunity to hear from industry leaders and experts is one that is hard to pass up. To have your thoughts challenged and to have the opportunity to expand your knowledge is a great privilege, and we have chosen an awesome and diverse lineup.

STAY IN BEAUTIFUL VIRGINIA BEACH

The IIAV Convention room block link for the Marriott will be provided in your Convention Registration Confirmation. The convention room block is reserved only for those registered to attend the convention. If rooms are booked in the room block under a name not registered for the convention, they will be moved to a standard rate room.



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.

FULL REGISTRATION FORM

Attendee Information (please print)

Name _____ Title/Position _____

Badge Name _____ VA Agent License # _____

Agency/Company Name _____

Business Address _____

City/State/Zip _____

Office Phone _____ Cell Phone _____

Email _____

Guest Badge Name (Not a licensed agent) _____

Child's Badge Name (under 18) _____

Payment Information

Payment Method (*circle one*) Check payable to IIAV MC VISA DISCOVER AmEx

CC# _____ Exp _____ Sec Code _____

Billing Address _____

Name _____ Signature _____

Registration

	<u>Member Price</u>		<u>Non-Member Price</u>		
	<i>by 4/29</i>	<i>after 4/29</i>	<i>by 4/29</i>	<i>after 4/29</i>	
Full Registration	\$375 _____	\$425 _____	\$500 _____	\$550 _____	Total _____
Guest	\$250 _____	\$300 _____	\$350 _____	\$400 _____	Total _____
Young Agent (under 40)	\$300 _____	\$350 _____	\$425 _____	\$475 _____	Total _____
First Time Attendee	\$300 _____	\$350 _____	\$425 _____	\$475 _____	Total _____
Additional Agency Attendee	\$300 _____	\$350 _____	\$425 _____	\$475 _____	Total _____
Child (under 18)	\$175 _____	\$225 _____	\$250 _____	\$300 _____	Total _____

Indicate how many in your party will be attending each event

SUNDAY

- ____ First Timer & Young Agent Reception
 ____ Step Into the Past - Welcome Dessert Reception

MONDAY

- ____ BREAKFAST BUFFET
 ____ KEYNOTE: The Future is Now
 ____ The State of the Industry
 ____ Lunch
 ____ Regulator Update
 ____ Cyber Insurance: Where We Have Been and Where We are Going?
 ____ Past Mistakes that Lead to Future Lawsuits
 ____ "Replacement Cost" Really Isn't what You've Told Them
 ____ Tradeshow

TUESDAY

- ____ BREAKFAST BUFFET
 ____ Insurance Trends for the Future
 ____ The Future for the Independent Agent
 ____ LUNCH N' LEARN: Tips & Tricks for Recruiting Today
 ____ Reception & VAIA Silent Auction
 ____ Awards Dinner & Dessert Reception

LIMITED REGISTRATION

Attendee Information (please print)

Name _____ Title/Position _____

Badge Name _____ St. License # or NP # _____

Agency/Company Name _____

Business Address _____

City/State/Zip _____

Office Phone _____ Cell Phone _____

Email _____

Guest Badge Name (Not a licensed agent) _____

Child's Badge Name (under 18) _____

Payment Information

Payment Method (*circle one*) Check payable to IIAV MC VISA DISCOVER AmEx

CC# _____ Exp _____ Sec Code _____

Billing Address _____

Name _____ Signature _____

SUNDAY - JUNE 25 - WELCOME DESSERT RECEPTION

STEP INTO THE PAST

MONDAY - JUNE 27 - FULL DAY

MONDAY - JUNE 27 - TRADESHOW ONLY

A STROLL THROUGH TIME

TUESDAY - JUNE 28 - MORNING SESSIONS

TUESDAY - JUNE 28 - AWARDS RECEPTION AND DINNER

SLIPPING INTO THE FUTURE

MEMBER

\$80 _____

\$175 _____

\$80 _____

\$125 _____

\$130 _____

NON-MEMBER

\$90 _____

\$225 _____

\$90 _____

\$150 _____

\$160 _____

TOTAL DUE _____

