

Window on the World



IAMIC 143rd Annual Convention & Trade Show
August 19 - 21, 2024

Bloomington-Normal Marriott Hotel & Conference Center
Normal, Illinois



2024 Schedule

WEEKENDS ARE FOR FAMILY!
We'll see you on MONDAY!

Monday, August 19, 2024

- 9:00 **Golf Outing**—Registration at 9:00; Tee off at 10:00
- 10:00 **Sporting Clays**—Registration at 10:00; Competition at 10:30
- 12:00 – 4:00 **Trade Show Set-up**
- 1:00 – 5:00 **Registration**
- 4:30 – 6:00 **Grinnell Welcome Reception**
- 6:00 – 10:00 **Trivia Night** – Put your knowledge to the test with this 80's-theme blast from the past night—wear 80's attire

Tuesday, August 20, 2024

- 7:00 – 9:00 **Registration**
- 7:00 – 5:00 **Trade Show**
- 7:00 – 7:45 **Memorial Service**
Speaker: A representative from **Dogs For Our Brave** will be there along with a service dog and a veteran for a demonstration.

8:00 – 9:30



Steven Iwersen

OPENING GENERAL SESSION



Key Note Speaker: **Steven Iwersen, CSP**
Champions in the Chaos: Essential Strategies for Success in a Disrupted World
Steven reveals a powerful strategy that champions in business all have in common.

9:30 – 10:00

Trade Show / Refreshment Break

10:00 – 11:45

Industry Updates/Business Meeting



Business Meeting — Delegates need to sit in reserved section for voting issues.

Ceremony Swearing in New IAMIC Officers
Neil Alldredge, *NAMIC Chair*

Awards & Recognitions

- Honor Past Chairs
- Presentation of Company Achievement Award, Fire Department of the Year Award, LAUTUM Award, and Volunteer of the Year Award



IAMIC Updates

One of IAMIC's missions is to provide advocacy to its members and this year has been filled with many opportunities. We will briefly summarize what has been happening in the Illinois legislative agenda this year and how it has helped your organization.

Speaker: **Evan Manning**, IAMIC Lobbyist

11:45 – 12:45

Lunch/Tradeshow

12:45 – 1:15

Dessert/Tradeshow

1:15

Auxiliary Fun — Spend the afternoon catching up with friends in a relaxed environment while making items to donate to our charity, **Dogs For Our Brave**.

1:15 – 2:30

Farm Mutual Act Panel

With the recent changes in the Farm Mutual Act, this panel will describe the effects that Farm Mutuals will face in the future. Every member's goal is to find ways to enhance business plans to ensure success; this panel will share their knowledge and skills to help them achieve it.



Speakers: **Jen Hammer**, *IDOI*

Evan Manning, *Big I Illinois*

Rick Grenzebach, *Brown, Hay & Stephens*

Brett Gerger, *Big I Illinois*

Whitney Patton, *Patton & Company*

Erin Collins, *NAMIC*

Jackie Rakers, *IAMIC*

2:30 – 3:00

Trade Show/Break

3:00 – 4:45

Domestics, Affiliations – Mutual

Tony Schuering, *Brown, Hay & Stephens*

The future of the Property Insurance industry over the next couple of years may require all of us to rethink our current business strategies to possibly consider an Affiliation (Partnership) with another Mutual, to share resources or possibly even convert to a Domestic Farm Mutual. This course will explain the difference between both plus give some pros and cons.

5:00

GRAND PRIZE DRAWING in the Trade Show area.

6:30 – 8:00

Buffet Style Dinner

3

2024 Schedule

7:00 – 10:00



Casino Night — Viva IAMIC!
Get ready for a thrilling evening at the Las Vegas-themed Casino Night! You'll be transported to the dazzling city of Las Vegas right here. Spend an evening with some of your favorite people as you try your luck at a variety of casino games like blackjack, craps, roulette, and poker.

Wednesday, August 21, 2024

8:00



The Difference Makers — DOGS FOR OUR BRAVE (Photo at 8:00)
IAMIC is proud to highlight our 2024 charity, Dogs For Our Brave. We will be taking donations for this wonderful organization. If you donate \$20, you will receive a commemorative T-shirt to wear for the group photo. Looking for a unique way to thank a staff member? Make a donation in their name!

9:00 – 12:00

Auxiliary On Their Own

9:00 – 10:15

CONCURRENT SESSIONS

9:00 – 10:15



Driven Discussions Running concurrently. These three Driven Discussions will allow participants to freely share their thoughts, ideas, and perspectives on a particular topic. The goal of these discussions is to promote collaboration, inspire innovation, and create a sense of community among participants. We will be breaking into three different areas to cover Claims/Underwriting/Open-Ended issues.

- **Claims**
- **Underwriting**
- **Open-Ended**

9:00 – 12:00



Ethics
Speaker: **Brett Gerger, CIC**
Qualifies for the state-mandated 3-hour Ethics Course. Brett's experience in the Risk Management industry and with the Independent Insurance Agents of Illinois brings experience to the table. Brett has a way of shining a light on everyday situations that lets us recognize areas where we are challenged with ethical decisions. Join us for this engaging session.

9:00 – 10:15

FMDC (Farm Mutual Director Certification) along with 2 CE. Must attend both courses.

Insurance Regulatory Environment Operations & Insurance Module – Elective
Speaker: **Erin Collins, NAMIC**
This course will provide an understanding of the current legislative and regulatory arenas as they relate to the mutual insurance industry.

10:15 – 10:45

Break

10:45 – 12:00



FMDC (Farm Mutual Director Certification) along with 2 CE. Must attend both courses.

Human Resource Operations & Insurance Module – Elective
Speaker: **Julie Nobel, Cain Ellsworth & Co.**

This course will provide a high-level focus on human resources issues.

10:45 – 11:45



Here Comes The Sun

Speaker: **Steve Carroll**
Solar Panels are going up everywhere, and the sales team isn't considering the weight load or the inability to put the fire out if the lithium battery is exposed. We will continue discussing how these fit into the insurance exposures and what your company should look for when underwriting and processing claims.





Important Details

Registration – Save \$\$ – Register Online – Easy Process

Visit www.iamic.org. Click on 2024 Convention > Register HERE. Sign up as many members as you would like. Be sure to answer the questions for each attendee to help us obtain accurate head counts for meals and activities, please.

Finish > Pay by check – mail IAMIC a check (*Preferred method to save on processing cost*). Credit card accepted ONLINE only.

FULL Registration	On or Before August 1	ONLINE SPECIAL	After August 1	ONLINE After August 1
IAMIC Members	\$375	\$350	\$425	\$400
Non-Members	\$475	\$450	\$525	\$500
IAMIC Member Guest	\$375	\$350	\$425	\$400
Non-Member Guest	\$475	\$450	\$525	\$500

One Day Registration*

ONE DAY ONLY <i>IAMIC Members</i>	\$225	\$200	\$250
ONE DAY ONLY <i>Non-Members</i>	\$325	\$300	\$350

* Please identify which “one day only” you will be attending.

Registration includes admittance to the Monday Night 80’s Trivia Night event and Tuesday’s Casino Night, Trade Show, General Sessions, Education Sessions for Agents, Directors, and Staff as well as the Annual Business Meeting/Industry Updates. Also included are all Refreshment Breaks, not to mention the great networking that goes on during the convention. Please make plans to join us for this fantastic event but remember to book your room at the Marriott in Normal by **July 19th** to get the reduced rate.

Accommodations

Important Information: When we contract with a hotel for a conference, the hotel relies upon the revenue that is generated by food and beverage, meeting room, and guestroom sales. When our group sales fall below the contract obligations, we are penalized. This penalty, which can be quite substantial, can be avoided. By booking your guestroom at the host hotel, you will receive a beautiful, specially priced guestroom room AND help us live up to our contractual commitment and keep future program fees in line.

To reserve a guest room for the convention, please contact the hotel directly, making sure to mention IAMIC to receive the special group room rate of \$149. Please keep in mind that any rooms not reserved by the **cut-off date, July 19, 2024**, will be released to the public and will be available on a space-available basis only and may not be at the special room rate. Identify that you are with IAMIC Convention, to receive the special group room rate.



Bloomington – Normal Marriott Hotel & Conference Center

201 Broadway Ave. | Normal, IL 61761

Reservations 1.309.862.9000, Ext. 1515, or register online.

\$149 IAMIC rate – please mention IAMIC Convention to get the discounted rate.

Parking: Free

Check-in: 4:00 p.m. Check Out at 11:00 a.m.

Room Release Date: July 19, 2024



5 Important Details

Opening Session – Steven Iwersen

Organizations and businesses that thrive in a season of disruption do so based on a mindset, methodology, and motive. The same is true of teams and individuals who tap into an innovative spirit and strategy that gives them the advantage as others fall behind. Regardless of the type of disruption you encounter, your capacity to win is determined by your ability to manage your vision and process through the chaos.

Annual Business Meeting/Industry Updates

In addition to board nominations, by-laws considerations if any, financial reports, and committee and Chair-Elect reports, this year's Annual Business Meeting, scheduled for Tuesday, August 20, 2024, at 10:00 a.m. will also include the Award ceremony for Company Achievement, Fire Department of the Year, Volunteer of the Year, and the LAUTUM Award. Our special guest speakers are IAMIC Lobbyist, Evan Manning and NAMIC Chair, Neil Alldredge.

Sponsorship

Companies that can assist in defraying some of the costs of the convention are currently being sought. A sponsorship brochure was mailed to each company. Any company or individual able to donate to help in sponsoring the programs would be greatly appreciated. If you or your companies are interested in donating, please contact the IAMIC office at 217-563-8300. Sponsorships must be made by **August 1** to be recognized in the program booklet which is given to all attendees.

What to Wear

Casual Attire/IAMIC Polo: Golf Outing, Skeet Shoot and Casino Night

Dress in 80's attire for the Trivia Night

Business Casual Attire: General & Education Sessions

Memorial Program

We will hold our Memorial Service on Tuesday Morning. Plan to join us in fellowship as we gather to pay our respects and remember friends and colleagues whom we have lost in the past year. Our charity this year will be **Dogs For Our Brave**. Please join us by making a donation.

Trade Show

The Trade Show will be open on Tuesday, August 20. We will serve complimentary refreshments and will have a sitting area available for you to visit with friends and colleagues. Our vendors offer many services that can help your Mutual. Developing relationships with them now is key! Take advantage of this opportunity to find out more about their products and services.

Continuing Education

We have applied to the Illinois Division of Insurance for **Six** hours of continuing education credit for Tuesday, August 20; and **Two** CE hours for Wednesday, August 21. (3 CE Ethics credits are offered at convention.)

Auxiliary Programs

Relax and catch up with friends while making DIY dog toys to donate to the local shelter.



The Difference Makers

Our 2024 Chair, Chris Feldt, has chosen **Dogs For Our Brave** as our charity for 2024! Their mission? To provide professionally trained service dogs at no cost to veterans who have suffered debilitating injury or illness while serving our country. DFOB uses rescue dogs at any opportunity—thus saving two lives at once. Join us at the 143rd Convention to hear more from the founders and for a demo from a Veteran and his furry companion.

We will do a group photo Wednesday, August 21, at 8:00 a.m. Commemorative T-shirts will be provided to all participants who register by August 1 and submit their shirt sizes.



Convention Registration

Full Registration

(Includes Auxiliary)

IAMIC Members (\$375 thru Aug. 1; \$425 after Aug. 1) X _____ = \$ _____

Non-Member (\$475 thru Aug. 1; \$525 after Aug. 1) X _____ = \$ _____

Total Number of Registrations

Amount Due

ONLINE SAVINGS
Visit www.iamic.org
to save \$\$!

IAMIC Members ONE day only

ONE DAY ONLY (\$225 thru Aug. 1; \$275 after Aug. 1) X _____ = \$ _____

Indicate which day you will be attending:

Monday Tuesday Wednesday

Non-Members ONE day only

ONE DAY ONLY (\$325 thru Aug. 1; \$375 after Aug. 1) X _____ = \$ _____

Indicate which day you will be attending:

Monday Tuesday Wednesday

Additional Tickets

Monday – 80’s Trivia Night Dinner (extra ticket) \$100 X _____ = \$ _____

Tuesday – Industry Lunch (extra ticket) \$50 X _____ = \$ _____

Tuesday – Dinner and Casino Night (extra ticket) \$100 X _____ = \$ _____

Total Number of Registrations

Amount Due

If you are ordering additional tickets,
please let us know for whom they are reserved ▼

_____ Name

_____ Name

_____ Name

(Individual tickets will not provide access to any program or name badges)

TOTAL AMOUNT DUE..... \$ _____

Name

Company

Registration Deadline

All persons must register (including spouses) or have purchased ticket to each event. If you are unable to attend, we will gladly make refunds, if requests are received by the following dates:
*All refunds are subject to a \$6.50 processing fee.

By July 22.....Full Refund
July 22 – August 1.....50% Refund
After August 1.....No Refund

To take advantage of the early-bird registration fee, return both pages of this form by **August 1, 2024** to:
IAMIC • P.O. Box 116 • Ohlman, IL 62076
Or FAX to 888-403-0935.
Register ONLINE to save \$25/pp

Payment Method

Enclosed is check # _____ payable to IAMIC.
Credit Card Payment is accepted ONLY for online registrations.

The Fine Print

By entering the event premises, you consent to interview(s), photography, audio recording, video recording and its release, publication, exhibition, or reproduction to be used for our promotional purpose on websites, social media and any other printed correspondence. You waive all rights you may have to any claims for payment or royalties in connection with any use. You have been fully informed of your consent, waiver of liability, and release before entering the event.

Any questions?
Please call 217-563-8300 or email us at leadership@iamic.org.

PLEASE NOTE: To preserve the professional business environment of the Convention, no one under age of 14 will be allowed to attend IAMIC functions, unless invited to a special event. Thank you.

—Registration continued on next page



Convention Registration

IAMIC Golf Outing

The games and registration will begin on Monday, August 19 at 9:00 a.m. registration and Tee at 10:00. The fee for the "Golf Fun Day" is \$90 per golfer, which includes green fees, golf cart, driving range balls, lunch, drinks and prizes.



DRESS CODE: All players are required to wear appropriate golf attire. Golf shoes must be non-metal spikes or approved tennis shoes. Bare feet, baseball/track-style cleats, and work boots are not acceptable on the golf course.

Prairie Vista Golf Course

502 W. Hamilton Road, Bloomington, IL
309-434-2217

Hamilton Road is about 3/4 miles south of Veterans Parkway on Bloomington's south side. From Veterans Parkway, turn south on Morris Avenue, and east onto Hamilton Rd. The golf course is on the right.

Sporting Clays

Experience the excitement of our state-of-the-art, fully automated sporting clay courses. With two distinct courses featuring 10 stations on the East Course and 14 stations on the West Course, we invite enthusiasts of all levels to discover the thrill and challenge of clay shooting at Oak Ridge Sportsman Club in Mackinaw, IL. Sporting Clays is a challenging clay target game designed to simulate field shooting. On a Sporting Clays course, shooters are presented with a wide variety of targets that duplicate the flight path of game birds, such as flushing, crossing, incoming, and other quartering shots. Courses are laid out in natural surroundings with shooters moving from one station to the next to complete the course. Today, sporting clays are one of the fastest-growing sports in America, with more than three million people of all ages participating both competitively and recreationally.

We begin the day with a 10:00 a.m. registration and practice with our event beginning promptly at 10:30 a.m. Lunch will be served at noon and is included in registration. Additional lunch tickets can be purchased for guests. Shells will be provided.

DIRECTIONS: Take I-74 East to 155 South. Exit at Tremont, take Rt 9 East for 5 miles to Weishaupt Rd. Turn Left and it's right there. www.oakridgesportsmansclub.net.

Sign us up for the Golf Outing!

I (we) will need: _____ additional lunch tickets @ \$10 ea.

Name _____ Phone _____

Name _____ Phone _____

Name _____ Phone _____

Name _____ Phone _____

Company Name _____

Find me a group. . . OR, request foursome (*golf outing only*) _____

Sign us up for Sporting Clays!

I (we) will need: _____ additional lunch tickets @ \$10 ea.

			Total Number of Registrations	Total Amount Due
David King Memorial Golf Outing.....	\$90	x	_____	= _____
Sporting Clay Shoot.....	\$50	x	_____	= _____
Additional Lunch Tickets.....	\$10	x	_____	= _____
The Difference Makers Benefit Donation.....	\$_____		_____	x _____ = _____

Please return this form by August 1, 2024 to: IAMIC, P.O. Box 116, Ohlman, IL 62076, or fax to 888-403-0935



Award Nominations

The LAUTUM Award

The highest honor of our association, the LAUTUM Award, will be presented to someone at our Annual Business Meeting & Industry Update. The coveted award will be presented to a person who has earned the respect and high regard of his or her colleagues and has contributed greatly to the Illinois Association of Mutual Insurance Companies and their community.

If you know an IAMIC member whom you feel is deserving of this distinguished award, please complete and return this form to the IAMIC office. All nominations are kept in consideration for five years. Previous award winners are not eligible.

Nomination Form for 2024 LAUTUM Award

Nominee's Name _____

Company Affiliation _____

Background Information _____

Nominated By (optional) _____

Company Affiliation _____

Please return this nomination (or apply online at www.iamic.org) by July 15 to: IAMIC, P.O. Box 116, Ohlman, IL 62076.

The Company Achievement Award

The 2024 Company Achievement Award will be presented at the Annual Business Meeting on August 20. This award is presented annually to a company to recognize a wide, ever-changing variety of criteria. Some of these items include, but are not limited to, Director Participation, Policyholder Surplus, Economic Growth, Longevity and Stability, Educational Commitment, Mission Statement/Marketing Plan, Community Involvement, Loss Prevention, Agent Development, Innovation, and Enthusiasm.

Let us know how your mutual has worked with any of the above-mentioned items. Share with us how your company overcame its greatest challenge or obstacle. Welcome too would be pictures of the office and staff. Also, send along advertisements or a copy of your brochure, if available. All applicants will be eligible for award consideration for the year of submission plus four years. Take this opportunity to recognize your Board Members' diligence and your staff's dedication and hard work.

Please send your application for the Company Achievement Award (or apply online at www.iamic.org) by July 15, 2024 to: IAMIC, P.O. Box 116, Ohlman, IL 62076.

The Volunteer of the Year Award

We recognize one of our volunteers with the Volunteer of the Year Award. This award is to recognize an individual for their tireless work on behalf of the association. IAMIC is nothing without its many volunteers. Join us at the Annual Business Meeting when we recognize a member who has gone above and beyond for the members of IAMIC.

Fire Department of the Year Award

Here's a great chance for you to help recognize the efforts of your community's fire department. The IAMIC Fire Department of the Year Award will be presented at the Industry Meeting on Tuesday, August 20. The award recipient will be selected through nominations submitted by you, our members. The award is designed to honor those courageous, hard-working, and vital members of our communities—our fire departments. Please take a moment to write a letter listing the fire department you are nominating and the reasons they are deserving of being named the Fire Department of the Year.

Please submit your nomination for the Fire Department of the Year Award (or apply online at www.iamic.org) by July 15, 2024 to: IAMIC, P.O. Box 116, Ohlman, IL 62076.



Convention Sponsorships

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Sponsorships must be made by **August 1** to be recognized in the program booklet which is given to all attendees.

Convention ONLY Sponsorship Packages	DIAMOND \$3,000	SAPPHIRE \$2,500	EMERALD \$2,000
Power Point Welcome Slide Company Name will be displayed	★	★	★
Convention Materials — Including Company contact	★	★	★
Special Recognition in the IAMIC newsletter — <i>LAUTUM News</i>	★	★	★
Exclusive Sponsorship Packages for Welcome Dinner & Opening Session Sponsorship <i>**Additional Convention Sponsorship will be assign by IAMIC</i>	★	★	★
Convention Program Booklet Ad <i>(You provide ready-to-print art — high resolution PDF or JPG file)</i>	Full Page 3.5"x8"	1/2 Page 3.5" x 4"	1/4 Page 3.5"x 2"
Banner Recognition	Personalized w/ Co. Logo	Shared w/ Co. Logo	Name Only
Recognition on home-page website through Convention	★	★	
Exclusive sponsorship for Networking events	Trivia Night Dinner	Casino Night Dinner	
Exclusive sponsorship Networking event	Casino Night Happy Hour		
Welcome Art at Registration Area	★		

Educational & General Sessions

TUESDAY Opening Session ... (Exclusive for Packages)

- Farm Mutual Act Panel\$350
- Domestic, Affiliations, Mutual\$350

WEDNESDAY

- Driven Discussions — Open-Ended\$350
- Driven Discussions — Claims\$350
- Driven Discussions — Underwriting\$350
- Ethics\$350
- FMDC — Insurance Regulatory Environment.....\$350
- FMDC — Human Resources\$350
- Here Comes the Sun\$350

—Continued on next page



Sponsorships

Sign up online to verify open events. FYI: Mailed donations will be placed where needed if your first choice has already been taken online.

Meal Functions

MONDAY

Trivia Night Dinner ***Diamond Exclusive***

TUESDAY

Casino Night Happy Hour ***Diamond Exclusive***

Casino Night Dinner ***Sapphire Exclusive***

- AM Break \$350
- Desserts in Trade Show \$500
- PM Refreshment Break \$500
- Casino Table Sponsors \$100

WEDNESDAY

- AM Refreshment Break \$350

Sporting Clays

MONDAY

- Event Sponsor \$125
- Lunch/Drink Sponsor \$400
- Prize Sponsor (4) \$100

Golf Outing

MONDAY

- Event Sponsor \$125
- Hole Sponsor (18) \$50
- Lunch/Drink Sponsor \$400
- Prize Sponsor (4) \$100

** Exclusive to only 1 Sponsor **

*** Exclusive to all Sponsors at that level ***

If you or your companies are interested in participating in Sponsorship, please contact the IAMIC office at 217-563-8300. Join Our Team!

Miscellaneous Events

MONDAY

- Trivia Night Categories \$100
 - Name That Tune (Rock)
 - What Year Was That? (80 – 89)
 - Sports
 - Name That Tune (Country)
 - Movie "Quotes"
 - What's on TV?
 - Name That Tune (Shuffle)

TUESDAY

- Popcorn **EXCLUSIVE**
(Sponsor supplies the printed bags) \$250
- Prizes (unlimited) \$50
- Convention Friend \$100

WEDNESDAY

- Prayer Memorial **EXCLUSIVE** \$500
- The Difference Makers Benefit \$500

Printed Materials

Color Program Booklet Ads

- Full Page Ad 3.5" x 8" \$200*
- Half Page Ad 3.5" x 4" \$175*
- Qtr. Page Ad 3.5" x 2" \$150*

**Discounts available for Exhibitors who Sponsor*

- Marquee Outside Theater to Welcome Attendees **EXCLUSIVE** \$500
- Questionnaire **EXCLUSIVE** \$500
- Charging Station **EXCLUSIVE** \$500

TOTAL AMOUNT \$ _____



IAMIC

Illinois Association of Mutual
Insurance Companies

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Ohlman, IL 62076

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The Difference Makers

Our 2024 Chair, Chris Feldt, has chosen **Dogs For Our Brave** as our charity for 2024! Join us at the 143rd Convention to hear more from the founders and for a demo from a Veteran and his furry companion. See page 5 for more details!

★ ★ ★ www.dfob.org ★ ★ ★