



East Bay Independent Insurance Agents Association
1st Annual
BAY AREA INSURANCE EXPO

WEDNESDAY, MARCH 18, 2015

9:00 to 4:00

The day will include CE, luncheon with keynote speaker as well as the Exhibitor tradeshow

Luncheon Keynote Speaker: John Borbi

Inspiring motivational speaker and "real-life" expert on managing moral and ethical dilemmas

Author: Tough Lessons: The Dark Side of Success

<http://toughlessons.com/video.html>

Location:

PLEASANT HILL COMMUNITY CENTER, 320 Civic Drive, Pleasant Hill, CA

Registration / Reservation Fees:

\$50 per person includes admission to the workshop or one of the CE Classes, lunch and tradeshow.

Pre-Registration required for workshops/CE Registration. **Register by 3-10-15.**

Registration at the door for lunch and tradeshow will be \$70

Payment: Please make your check payable to: EBIIAA and mail along with the registration form to: EBIIAA, 25A Crescent Drive, #196, Pleasant Hill, CA 94523 Attn: Jay-Marie Garcia Registration forms can also be emailed to Ebiiaa.jaymarie@gmail.com Visit www.ebiiaa.com to pay using PayPal (additional fees apply)

CE Classes / Workshop – check-in begins at 8:30

CE Class 1 CE Credits: 2	Title: Working with Wholesalers
Time: 9:00 to 11:00	Description: This class will help demystify the differences between Wholesaler, MGA, MGU and Surplus Lines Broker. You will learn how each are similar but different, how each process works and will help you better understand the Lloyd's of London marketplace. You will learn what takes place within the Wholesale distribution channel, and more importantly, why. You will learn to define and discern the differences in terminology regarding the entities involved, how they work, understand the work flow and service issues of each and be provided with tools to clarify and evaluate your current wholesale relationships. Lastly this class will provide you with a check list to ensure that the relationship with your existing wholesalers are a good fit for your agency needs, or if necessary, to help you choose the proper wholesale operations for your individual agency.
Sponsor: Abram Interstate Insurance Services, Inc.	
Instructor: Ron Abram	

CE Class 2 CE Credits: 2 Time: 9:00 - 11:00 Sponsor: Safeco Instructor: Kathryn (Katie) Knappenberger	Title: Personal Umbrella Description: Describe the nature and concepts of Personal Umbrella/Excess coverage *Discuss liability from negligence, statute, absolute, vicarious and contractual * Compare a true umbrella with a following form excess policy *Describe underlying policies and underlying limits * Explain self-insured retention and apply concepts to specific examples *Describe ultimate net loss * Explain the difference between indemnity and pay * List and explain typical endorsements * Explain different defense provisions
--	--

Workshop (No CE Credits) Time: 9:00 - 11:00 Sponsor: Safeco Mike's Auto Body	Description: Fraud Trends in Insurance Today Presented by: Molly Matthys – Safeco Claims Team Manager, SIU & Ted Addison Claims Investigator New Technology / Hot Topics Presented by: Dane Dearlove & Sal Contreras, Mike's Auto Body & Safeco Claims Build Your Brand with Social Media – Learn how to create a strong personal and agency brand through the effective use of social media Presented by: Corinne Cavanaugh—Safeco® Bricks & Clicks
---	---

CE/Workshop 9:00 to 11:00 ^ Exhibitor Floor opens at 9:00 ^ Luncheon 12:00 to 1:45 ^Exhibitor Floor Reopens 2:00 to 3:30
Raffle between 3:30 and 4:00 (must be present to win)

Registration Form

Please Register # Attending				
Company Name	Contact Name	E-Mail	Phone	Fax
Name of Attendee for Name Badge	Email	Name of Attendee for Badge		Email

CE/Workshop First Choice

CE Class 1	CE Class 2	Workshop	If Attending CE/ Name on License	License #	Email

CE/Workshop Second Choice

CE Class 1	CE Class 2	Workshop	If Attending CE/ Name on License	License #	Email

Attending Tradeshow/Lunch only