



Don't miss out on this **NEWLY** designed conference!

2015 Sales & Leadership Conference

October 21 & 22, Clarion Hotel, Portland, ME



2015 Sales & Leadership Conference

October 21 & 22 - Clarion Hotel, 1230 Congress St., Portland, ME 04102

Wednesday, Oct 21

11:30am Registration Desk Opens
11:30am MIAA Board Members & YAC Committee Executive Luncheon
1:00pm – 4:00pm Education Seminar – Approved for 3 CEC's
ITV Data & How It Supports the Insurance Market & Avoids E&O Issues
Presented by Jerry Fox, **Corelogic Agency Network**
Market vs Reconstruction vs Appraisal Values, Construction Trends,
Validation methodologies, total component estimating and more!
2:00pm – 4:00pm **Invite Only** - Past, Present & Future Leaders Roundtable Discussions
4:00pm – 6:00pm YAC Sponsors Appreciation Cocktail Reception
Dinner & Presentation of Awards
7:00pm – 10:00pm COSTUME PARTY with YA FAVORITE HOMIE JR
Our evening DJ is [JR from Q97.9](#) (cash bar)
Dress up in your best costumes and dance with the YAC!
Costume Contest with Prizes

Thursday, Oct 22

9:15am Registration Desk Opens
9:30am Brunch (*buffet available from 9:30-10:30*)
10:00am– Noon **Legends Panel**; featuring Pete Smythe, John Finnegan, Susan Leslie,
Jeff Begin & Sheila Sawyer
Noon – 1:00pm Break & Vendor Appreciation (*Pizza Buffet*)
1:00pm – 1:45pm *Leadership* Keynote Presented by YAC Sponsor/Business owner **Shawn Moody**
2:00pm – 4:00pm Agency SALES Training Presented by Al Diamond, [Agency Consulting Group](#)

Corelogic Agency Network – presents
ITV DATA & How it supports the Ins Market
& Avoids E&O Issues APPROVED for 3 CEC's

Shawn Moody Leadership Presentation



Agency SALES Training – interactive class will cover

- Producer Characteristics
- Pre-Visit/ Pre-Work
- The Producer/Gatekeeper Relationship
- How to Build a Client/Prospect Relationship
- When It's Time to Close the Sale or Close the Relationship

Presented by AL Diamond, President, Agency Consulting Group, Inc



COSTUME PARTY



Hotel reservations must be made directly with the Clarion Hotel, 207-774-5611
Young Agents/MIAA Overnight Room Rate: \$89 Hotel Cut-Off Date: 10/2



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Registration Form

Register on-line at www.maineagents.net

Please complete one form per person Check your option below

	Early Bird if Mailed by 10/2/15	Mailed After 10/2/15
Complete Registration <input type="checkbox"/> Yes, I will attend dinner Wed eve	<input type="checkbox"/> \$135	<input type="checkbox"/> \$155
Spouse Registration	<input type="checkbox"/> \$50	<input type="checkbox"/> \$75
Wednesday Only <input type="checkbox"/> Yes, I will attend dinner Wed eve	<input type="checkbox"/> \$75	<input type="checkbox"/> \$100
Thursday Only	<input type="checkbox"/> \$75	<input type="checkbox"/> \$100
VENDOR Booth – 1 Free Registration	<input type="checkbox"/> \$250	<input type="checkbox"/> \$275

Name: _____

Spouse/Guest: _____

Agency/Company: _____

VENDOR? YES Vendor space is first come; Table will be available for set-up Wed 10/21 11am. One FREE registration for 2 day conference. You will receive confirmation of booth space.

Address: _____

City/State/Zip: _____

Phone: _____

If you would like a confirmation sent to you, please provide email:

Our check made payable to MIAA is enclosed for \$ _____

Please bill our Visa Mastercard Discover Exp. Date: _____ Amount to be charged: \$ _____

Name on Credit Card: _____

Credit Card Number: _____

Billing Address: _____ CVV 3 digit # on back of card _____

Please return this form to:

**Maine Insurance Agents Association
17 Carriage Lane, Hallowell, ME 04347**

PH. 207-623-1875 FAX 207-626-0275 CANCELLATION POLICY: Full refund if cancelation is received by 10/9/15

NO refunds after October 9th, 2015

2015 Young Agent Committee Members

Tanya Gosselin, Tapley Ins Agency, Chair
Amanda Hunnewell, ACSR, Cross Insurance, Vice Chair
Thomas McGintee, CRIS, WCP, Norton Ins Agency, Immediate Past Chair
Shannon Gorman, AAI, CRIS, MIAA Liaison

Phil Archambault, Ohio Mutual Ins Group
Jasmyn Brown, Sanford Ins Agency
Nick Burke, CPCU, MEMIC
Ryan Coffin, Colonial Adjustment
Kayla Dill, AIC, MMG Ins
Kate Dunstan, Cheney Ins Agency
Ashley Gosline, Kristie Rowell Ins Services
Heather Gudroe, The Hanover Ins Group
Brady Hecht, AU, AIS, Patriot Ins Co
Ethan Johnson, CIC, Norton Ins Agency

Meesha Luce, ACSR, Allen Agency
Jeff Martin, Swett & Crawford of Maine
Jonathan Nagy, Rogers Ins Agency
Alison Paine, GHM Agency
Ashley Rosborough, ACSR, JT Rosborough
Savannah Tapley, Tapley Ins Agency
Erinn Tardiff, WCP, United Insurance
Jaime Taylor, AU, AINS, Liberty Mutual Ins
Brent Wittman, Acadia Insurance Co

2015 Young Agent Partners

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