



KAIA

Kansas Association of Insurance Agents

2023 ANNUAL CONVENTION

February 6-8 | Wichita, KS

#KAIAConvention



**Register
Today!**

Save \$\$ When
You Register
by Dec. 19.

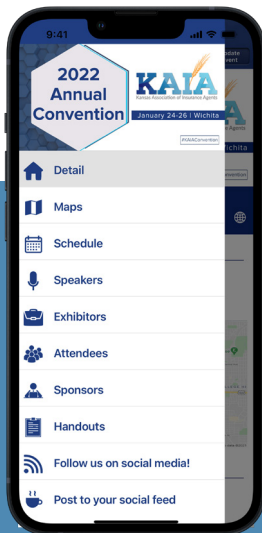
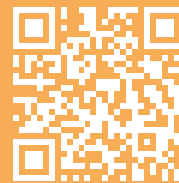
“ If you are new to insurance, there is so much to learn. Here you get to take advantage of talking to experts in the business about so many scenarios. And, you have their contact information for future questions! ”

ASHLEY KRUEGER, PRODUCER
TOUCHPOINT SERVICES, INC

EASY REGISTRATION OPTIONS

1. Return the included registration form via email to info@kaia.com or mail to KAIA, 815 SW Topeka Blvd., Topeka, KS 66612
or
2. Visit www.kaia.com/annualconvention to register online
or
3. Scan the QR Code to register.

Scan to
Register Today!



Get the BigEvents app for your Apple or Android device.

Create your personal Annual Convention agenda, see who is attending and make connections, get real-time updates, interact via Q&As, polls, a social wall, and more!

Join Us!

We invite you to join us for KAIA 2023 Annual Convention!

You won't want to miss the high-quality educational classes and fun-filled networking with industry partners. With more than 500 Kansas independent agents, brokers, and company representatives in attendance, the Annual Convention is the largest conference in Kansas specifically for independent agents. You'll have opportunities to:

- Attend strong, in-person classes that focus on increasing your industry knowledge
- Learn valuable skills to help you manage your business
- Connect with industry leaders and peers at the trade show

Every year, we hear from members and attendees on the value they received from attending the convention:

"The education was genuinely interesting and something I could definitely apply everyday. I was glad to see so many booths at the trade show and the networking opportunities were abundant."

Kris Smiley, Winn Insurance Group

Don't miss your chance of earning continuing education credits while chatting up the brightest minds in insurance. Register today!

See you in February!

**Dave Hulcher | Executive Director
Kansas Association of Insurance Agents**



CONVENTION SCHEDULE

MONDAY, FEBRUARY 6

- 7:30 AM - 5:30 PM** **KAIA Registration Desk Open**
Location: Foyer, Century II Second Level Promenade Location: Foyer, Century II Second Level Promenade
- 7:30 AM - 8:30 AM** **Breakfast**
Location: Redbud Ballroom, Century II Second Level Promenade
- 8:30 AM - 11:30 AM** **Breakout Sessions** (pick one)
• E&O Risk Management: Less Risk. More Reward.
• The Data-Driven Agency
- 11:30 AM - 12:45 PM** **Lunch & KAIA Annual Business Meeting**
Location: Redbud Ballroom, Century II Second Level Promenade
**Open to KAIA members and attendees*
- 1:00 PM - 4:00 PM** **Breakout Sessions** (pick one)
• Business Income: The Difference Between a Grand Reopening and a Liquidation Sale
• Gigs & Side Hustles: The Insurance Issues
- 1:00 PM - 2:30 PM** **Breakout Session**
• Insuring the New Future of Agriculture: Vertical Farming
- 2:30 PM - 4:00 PM** **Breakout Session**
• Parametric Insurance: A New Way To Manage Weather-Related Risk
- 4:00 PM - 7:00 PM** **Welcome Reception & Trade Show in Exhibit Hall**
Location: Eagle Ballroom, Conference Center
- 7:30 PM - 9:30 PM** **Outing Sponsored by Young Agents of Kansas (All are welcome)**
Location: TBD

TUESDAY, FEBRUARY 7

- 7:00 AM - 5:30 PM** **KAIA Registration Desk Open**
Location: Foyer, Century II Second Level Promenade
- 7:30 AM - 9:00 AM** **Networking Breakfast in Exhibit Hall**
Location: Eagle Ballroom, Conference Center
- 9:00 AM - 12:00 PM** **Breakout Sessions** (pick one)
• Farm Liability (Part 1)
• Disruptions: Two Collapsing Markets, One Growing Market, and the Mystery of Tech
• Mock Trial: Personal Lines Case TBD
• Efficiency, Sales & Retention
- 12:00 PM - 1:30 PM** **Installation of Officers & Industry Awards Luncheon**
Location: Redbud Ballroom, Century II Second Level Promenade

- 1:45 PM - 4:45 PM** **Breakout Sessions** (pick one)
 - Farm Liability (Part 2)
 - The Next Airbender: Elemental Property Underwriting
 - We Call It Cannabis Now
 - 10 Objectives Every Successful Agency Practices

- 3:00 PM** **Farmers Alliance Ice Cream Social**
Location: Foyer, Century II Second Level Promenade

- 4:30 PM - 5:30 PM** **WIN: Women In Insurance Network Happy Hour (Invitation Only)**
Location: TBD

- 5:00 PM - 12:00 AM** **One Night In Vegas: Hospitality Night & Casino Party**
Location: Floor 6 Hospitality Rooms & Riverview Ballroom

LADIES!
Join WIN at
kaia.com/win/
to receive your
invitation to WIN
Happy Hour.

WEDNESDAY, FEBRUARY 8

- 7:30 AM - 12:00 PM** **KAIA Registration Desk Open**
Location: Foyer, Century II Second Level Promenade

- 8:00 AM - 9:00 AM** **Breakfast**
Location: Redbud Ballroom, Century II Second Level Promenade

- 9:00 AM - 12:00 PM** **Breakout Sessions** (pick one)
 - You Be the Jury...
 - Building the Best Team Ever: Creating a Professional Development Plan

- 9:00 AM - 10:30 AM** **Breakout Session**
 - Economic Pressures and Getting Insurance Right

- 10:30 AM - 12:00 PM** **Breakout Session**
 - Building Valuation: Why Getting It Right Is So Important

Trade Show

The Trade Show in the Exhibit Hall will officially open on Monday, February 6 at 4:00 PM for the Opening Welcome Reception. Enjoy cocktails, hors d'oeuvres, and door prizes while meeting with many vendors anxiously awaiting your arrival.

Join the exhibitors on Tuesday morning for a networking breakfast in the exhibit hall and see who won the booth prizes!

The Exhibit Hall floor plan will be available to attendees to see where exhibitors will be located.

FEATURED SPEAKERS



Mallory Cornell

Mallory is the Vice President of the Independent Insurance Agents of Wisconsin. Joining the team in 2017, Mallory actively pursues building and improving agency for agents across the United States. As an instructor and auditor for Swiss Re, she views creating operational resources for independent agents as both a passion and privilege. Through innovative new practices, Mallory identifies key risks and mitigation plans in a customized fashion to meet the needs of agencies of all sizes.



Kelly Donahue-Piro

As founder and president of Agency Performance Partners, and industry trendsetter, Kelly has helped hundreds of agencies boost sales, retain more customers and rediscover their passion. She has traveled coast to coast for speaking engagements and innovative workshops, impressing audiences with real-world, business development acumen and constructive, hands-on advice.



Patrick Wraight

Patrick is the Director of Insurance Journal's Academy of Insurance. He started his insurance career as a commercial underwriter for an MGA. From there, he moved to one of the largest Florida-based property insurers to become an underwriter trainer. While there, his role expanded beyond classroom and online training to become a learning consultant. He spent time with his customers to determine their learning needs and develop a plan to meet those needs. Patrick is also the



Rick Pitts

Rick is a private practice attorney in the insurance industry. He serves as Vice-President and General Counsel to Arlington/Roe & Co., Inc. as well as General Counsel to the Big I Indiana and Kentucky. Rick teaches as a faculty member for the National Alliance and speaks annually at the "roadshows" in KY and IN's Agency Compliance Seminars, and presents various seminars on insurance and employment related matters.



Cheryl Koch

Cheryl is an agency management consultant and educator, and a frequent speaker at various industry meetings and events nationwide. She is currently the owner of Agency Management Resource Group, a training, education and consulting firm located in Roseville, California.



Carey Wallace

Carey has worked in the insurance industry for the past 12 years focused on helping agencies leverage data and make informed business decisions. Her experience includes serving as CFO, COO and CIO at OIA as well as CEO of IntelAgents, a data-analytics company focused on independent agents. Helping agents win is Carey's passion, and she continues her consulting work at Agency Focus, LLC her newly formed organization.

BREAKOUT SESSION DETAILS

Whether you are looking to fulfill CE requirements or receive updates on the industry's top trends, our breakout sessions, which begin Monday morning and continue through Wednesday, have you covered. We've also made it easy by providing specific education tracks. You can attend all classes in a specific track or mix and match to meet your interests. Many presentations and handouts will be available for download prior to the conference.

****Take 6 hours of any Farm/Ag classes and qualify for your AFIS designation update.**

MONDAY MORNING SESSIONS

8:30 AM - 11:30 AM Breakout Sessions (pick one)

E&O Risk Management: Less Risk. More Reward.

with Mallory Cornell

3 ETH (Pending)

**Qualifies for E&O Credit and approved by Westport for E&O Risk Management Credit

Mitigating E&O claims is more than just good documentation. Join us to hear claim stories, gain ideas for new agency practices (real examples!) and learn how to stay out of trouble when navigating social media. Explore the fun side of E&O risk management with actual takeaways to deploy within your agency.

The Data-Driven Agency

with Carey Wallace

3 GEN (Pending)

There is no question that change is happening at record pace, what are you doing to evolve and change with it as an organization? We will explore how other industries as well as some agencies have evolved given the rapid change we face in all aspects of our lives. Customers, carriers and our staff all have different expectations, and our organization need to continue to evolve to meet and exceed those expectations.

Data, technology and relationships are the key to the agencies of today and tomorrow!

MONDAY AFTERNOON SESSIONS

1:00 PM - 4:00 PM Breakout Sessions (pick one)

Business Income: The Difference Between a Grand Reopening and a Liquidation Sale

with Patrick Wraight

3 GEN (Pending)

It's not normally the damaged building that closes the business forever, it's the fact that there's no money coming in when the business can't operate in their building. This session is designed to speak to the details of business income and extra expense coverage, including ways that an insured might use to select a limit of insurance for this coverage that's critical for business survival.

CLASS TRACKS

- | | | |
|--|---|---|
|  Farm/AG |  Personal Lines |  E&O |
|  Commercial Lines |  Agency Management | |

Gigs & Side Hustles: The Insurance Issues

with Rick Pitts

3 GEN (Pending)

This seminar provides a fast-paced look at the personal lines insurance issues that have been created in the gig economy and its new players; Uber, Touro, Hertz, Avis, Airbnb and VRBO. The insurance ramifications are discussed. Next, there will be an examination of the particulars with regard to both the personal auto policy form and homeowners form.

Rick addresses the issues connected to the gig economy from the perspective of an employer in a more traditional business model. Simply put, can gig workers be held to be employees, despite the efforts of employers to treat them as temporary workers and therefore independent contractors? This section examines some case law and also some employment law developments that may influence the question not only from the perspective of the commercial liability policy, but more particularly the workers compensation laws. Lastly, a hypothetical question is discussed about whether a restaurant, or an app such as Door Dash, can or should be held liable when a driver has an accident while delivering food. The restaurant's needs, driver needs and underlying liability issues are discussed.

1:00 PM - 2:30 PM Breakout Session

Insuring the New Future of Agriculture: Vertical Farming

with Cheryl Koch

2 GEN (Pending)

This session will explore how agriculture is changing to meet the food resource needs of the growing world population. The agriculture industry is using vertical farming and alternative energy strategies to respond by increasing production per acre, implementing urban renewal, taking an urban-centric approach to protect natural resources, and limiting climate impact. Coverage grants and exclusions for farmowners, commercial package, and specialty lines products will be reviewed in this session to show how today's insurance products are meeting the coverage needs for 21st century agriculture.

BREAKOUT SESSION DETAILS

2:30 PM - 4:00 PM Breakout Session

Parametric Insurance: A New Way To Manage Weather-Related Risk

with Cheryl Koch
2 GEN (Pending)

Parametric insurance has exploded in popularity in recent years, particularly for use cases involving weather-related risks like flooding, drought, high-wind events, and more. Learn the basics of how parametric solutions differ from traditional cover, discover the pros and cons of parametric offerings, and identify opportunity areas to incorporate parametric products into an overall risk management program for agribusiness clients.

TUESDAY MORNING SESSIONS

9:00 AM - 12:00 PM Breakout Sessions (pick one)

Farm Liability (Part 1)

with Cheryl Koch
6 GEN (Pending)

A normal farming operation consists of such things as cultivation of soil, production of crops, raising of livestock, and other incidental operations like operating a roadside stand on the premises. One of the unique aspects of farm liability is that the farm premises can consist of a combination of residential and commercial exposures. This course looks at the various liability loss exposures present and answers the question, "In what situations can a farmer or rancher be held legally responsible for incidents that happen on the farm premises or from products raised on the farm and later sold?"

Disruptions: Two Collapsing Markets, One Growing Market, and the Mystery of Tech

with Patrick Wraight
3 GEN (Pending)

Insurance is an industry of constant change. There are new exposures that become insurable or uninsurable every year. In this session, we will discuss several topics that are continuing to change by the week. We will take a look at some history, but mostly where we are today, and where it appears these exposures and risks are headed in the foreseeable future.

Mock Trial: Personal Lines Case TBD

with Rick Pitts
3 ETH (Pending)

**Qualifies for E&O Credit and approved by Westport for E&O Risk Management Credit

The mock trial seminar is an interactive seminar in which the participants as "jurors" are given the instructions, exhibits and hear live "testimony" prior to determining the case.

Efficiency, Sales & Retention

with Kelly Donahue-Piro
3 GEN (Pending)

Insurance is changing rapidly and this brings the opportunity to be efficient and effective with all our agency's core functions. In this training we will start with identifying key efficiencies that agency's can pick up so they can maximize their team's time. Next, we review our recommended sales process that will help agents qualify and close more opportunities. We end the session with how to get your team to proactively work renewals for a 5 Star Customer Experience and top tier retention!

TUESDAY AFTERNOON SESSIONS

1:45 PM - 4:45 PM Breakout Sessions (pick one)

Farm Liability (Part 2)

with Cheryl Koch

Continuation of morning session Farm Liability (Part 1)

The Next Airbender: Elemental Property Underwriting

with Patrick Wraight
3 GEN (Pending)

Property underwriting is about discovering the elements of a property. One of the most important elements is how its built. The key to construction underwriting is knowing how well the building will withstand the elements, including wind and fire. This session will detail several of the ways that the elements of building construction can affect the building's underwriting.

We Call It Cannabis Now

with Rick Pitts
3 GEN (Pending)

This class is designed to be an introduction to the insurance issues related to national changes in marijuana possession and use laws. The course has a particular emphasis on examining the commercial risks, but

also addresses the personal lines or / homeowner's insurance issues. Also, while the first part of the course is an examination of the ways in which law and risks are changing, part of the second portion of the course is an interactive, case-study examination of the coverage issues that already exist and have been decided in other states.

The chief objective of the course is to have students gain a wide-ranging sensitivity for the issues they might encounter if asked to insure a dispensary (or a home-grower, too). A secondary objective is to bring people up-to-date on state and federal treatment of marijuana and allied products. Another secondary objective is to have insurance personnel become sensitive to the coverage issues which may arise connected to marijuana, especially in the situations in which the risk has not been thoroughly previewed and underwritten before the loss.

10 Objectives Every Successful Agency Practices

with *Kelly Donahue-Piro*
3 GEN (Pending)

No need to recreate the wheel! In the 700 agencies we have worked with, Agency Performance Partners has been able to nail down 10 successful agencies consistently. The key to success is consistency in practicing these 10 objectives:

1. Routine work and development of agency culture
2. Development of a forever recruiting strategy
3. Consistent agency meetings on site and off site
4. Identification of agency leadership within all team members
5. Detailed performance feedback
6. Goal setting with incentive plans and clear goal tracking
7. Relentless pursuit of maximizing agency technology
8. Constant training and development of people
9. Investments in marketing and branding
10. Clear identification of agency target markets

WEDNESDAY MORNING SESSIONS

9:00 AM - 12:00 PM Breakout Sessions (pick one)

You Be the Jury...

with *Rick Pitts*
3 GEN (Pending)

Seminar participants are given actual cases (typically involving coverage determinations) and are asked to decide the case in a group setting. Each jury is then asked to report to the group as a whole, and the actual case result is then discussed.

Building the Best Team Ever: Creating a Professional Development Plan

with *Patrick Wraight*
3 GEN (Pending)

For many in the insurance industry, education is a numbers game. How many CE hours do I have? How many CE hours do I need? How can I keep my license without investing too much time or money into it? Yet, if you want to build a successful team that grows and changes with insurance, the business landscape, and economic troubles, you need a professional development plan. This session is designed to be interaction and the outcome should be a process that can be applied to any size team to create a short-term and long-term professional development plan.

9:00 AM - 10:30 AM Breakout Session

Economic Pressures and Getting Insurance Right

with *Cheryl Koch*
2 GEN (Pending)

This session will explore the current economic conditions and how they affect the insurance industry. With the highest inflation rates in 40 years, do we see a slowdown? Are we in a recession? Will near-record farm commodity prices and input costs continue? Learn how to respond to these economic forces to stabilize your book of farm and ranch business. For insurers, find out how to remain or become profitable during these tough times. For agents, identify and resolve possible errors and omissions exposure due to coverage gaps and underinsurance.

10:30 AM - 12:00 PM Breakout Session

Building Valuation: Why Getting It Right Is So Important

with *Cheryl Koch*
2 GEN (Pending)

A correct building valuation is vital to protect your policyholder or client. Obtaining and developing proper building values for a correct insurance to value is crucial to providing the appropriate structure replacement cost for the policyholder/client. Inadequate valuation of the replacement cost will be an issue when a covered loss occurs. Underinsured buildings lead to coinsurance issues as well as angry customers. This session will also cover errors found on apps, what constitutes total building square footage, and the resources available to obtain accurate information. With the continued rising costs of construction materials and labor, getting the valuation right is more important than ever.

ACCOMMODATIONS

Hyatt Regency (Host Hotel)

Overlooking the scenic Arkansas River and the illuminating lights of downtown Wichita, the hotel is just a short complimentary ride away from historic Old Town, the popular Farm and Art Market, and some of the area's finest entertainment and nightlife. The landmark hotel also offers luxurious guest rooms with scenic views of the Arkansas River and plush amenities for your comfort. If you prefer a complete workout before a day of meetings, you can try the StayFit fitness facility or swim a few laps in the indoor pool.

Rate: \$133, plus state and local taxes. To receive a refund, reservations must be canceled 48 hours prior to arrival.

Parking: Self-parking is complimentary.

Room cut-off date: Sunday, January 15, 2023 or until all rooms in the block have been filled.

Check-in time is 3:00 p.m.; check-out time is 11:00 a.m.

Reservations: Call (888) 591-1234 and reference KAIA Annual Convention or scan QR Code.



Fairfield Inn & Suites

KAIA has also reserved a room block at the Fairfield Inn & Suites, just 0.2 miles from the Hyatt Regency.

Note: Transportation between the hotels is not provided.

Rate: \$119, plus appropriate state and local taxes. To receive a refund, reservations must be canceled 48 hours prior to arrival. **(Code KAIA)**

Parking: Complimentary.

Room cut-off date: Monday, January 23, 2023, or until all rooms in the block have been filled.

Check-in time is 3:00 p.m.; check-out time is 12:00 p.m.

Reservations: Call (316) 201-1400 or scan QR Code.



INTERESTED IN PERPETUATION PLANNING BUT WANT A MORE PERSONAL CONVERSATION?

Schedule a 20-30 minute consultation with Carey Wallace and have a one-on-one. The conversation doesn't have to stop at the Annual Convention - reach out to KAIA to find out how else Carey can help you with a personalized agency plan.

**To Schedule:
Scan QR Code or Visit
kaia.com/annualconvention/sessions/**



NOW ACCEPTING NOMINATIONS FOR 2022 INDUSTRY AWARDS!

As your association, we pledge to champion the independent agency system's reputation and future growth. As part of that pledge, we feel it is crucial to recognize those independent insurance professionals who look beyond the bounds of their own business to help our mission of elevating independent insurance agencies.

Our Industry Awards showcase peer-nominated members who have leveraged their resources to solve problems, advance the industry and professional performance, kick-started innovation, and improved their communities. Awards are given to Agent of the Year, Outstanding Young Agent, Distinguished Service Award, Company Rep of the Year, Advocate of the Year and Account Manager of the Year.

We know independent insurance professionals wear a lot of hats as small business owners, employers, consumer advocates, industry professionals, and civic leaders. KAIA's Annual Insurance Industry Awards are one way to recognize and promote the valuable roles that Kansas independent agents fulfill on the local, state and national levels.

You are invited to nominate independent agents and company representatives for one or more awards! Nomination forms are brief and nominations may be made anonymously.



**To Nominate:
Scan QR Code
or Visit
kaia.com/industry-awards/**



REGISTRATION (Member/Non-Member)

AGENCY OR COMPANY

Agency/Company _____ Contact Person _____

Contact's Number _____ Contact's Email _____

	Attendee's Name:	Attendee's Name	Attendee's Name
Full Registration	<input type="checkbox"/> Mem. - \$250 <input type="checkbox"/> Non-Mem. - \$400	<input type="checkbox"/> Mem. - \$250 <input type="checkbox"/> Non-Mem. - \$400	<input type="checkbox"/> Mem. - \$250 <input type="checkbox"/> Non-Mem. - \$400
Monday Day Pass	<input type="checkbox"/> Mem. - \$175 <input type="checkbox"/> Non-Mem. - \$275	<input type="checkbox"/> Mem. - \$175 <input type="checkbox"/> Non-Mem. - \$275	<input type="checkbox"/> Mem. - \$175 <input type="checkbox"/> Non-Mem. - \$275
Tuesday Day Pass	<input type="checkbox"/> Mem. - \$175 <input type="checkbox"/> Non-Mem. - \$275	<input type="checkbox"/> Mem. - \$175 <input type="checkbox"/> Non-Mem. - \$275	<input type="checkbox"/> Mem. - \$175 <input type="checkbox"/> Non-Mem. - \$275
Wednesday Day Pass	<input type="checkbox"/> Mem. - \$125 <input type="checkbox"/> Non-Mem. - \$225	<input type="checkbox"/> Mem. - \$125 <input type="checkbox"/> Non-Mem. - \$225	<input type="checkbox"/> Mem. - \$125 <input type="checkbox"/> Non-Mem. - \$225
Spouse/Guest	<input type="checkbox"/> Mem. - \$100 <input type="checkbox"/> Non-Mem. - \$200	<input type="checkbox"/> Mem. - \$100 <input type="checkbox"/> Non-Mem. - \$200	<input type="checkbox"/> Mem. - \$100 <input type="checkbox"/> Non-Mem. - \$200
Socials Only	<input type="checkbox"/> Mem. - \$100 <input type="checkbox"/> Non-Mem. - \$200	<input type="checkbox"/> Mem. - \$100 <input type="checkbox"/> Non-Mem. - \$200	<input type="checkbox"/> Mem. - \$100 <input type="checkbox"/> Non-Mem. - \$200
Tuesday Lunch Only	<input type="checkbox"/> Mem. - \$50 <input type="checkbox"/> Non-Mem. - \$150	<input type="checkbox"/> Mem. - \$50 <input type="checkbox"/> Non-Mem. - \$150	<input type="checkbox"/> Mem. - \$50 <input type="checkbox"/> Non-Mem. - \$150
Amount \$			

EARLY BIRD SAVINGS

Subtract \$25 from full conference registration when you register by **Dec. 19**.

▶ **TOTAL DUE:** \$

PAYMENT OPTIONS

Check (enclosed) made payable to KAIA

Credit Card # _____ Exp. Date _____ CVV _____ Visa MC Amex

Billing Address _____ City _____ State _____ Zip _____

Cancellation/Refund Policy. Requests received within 30 days or more of the event, will receive a 50% refund. No refund will be issued for any cancellation requests on or after January 16, 2023. Any approved refunds in full regardless of reason will be subject to a \$30 processing fee. No refunds will be processed for "no shows". Any other requests for cancellation beyond these guidelines will be assessed by KAIA and a refund will be granted on a case-by-case basis. All cancellations/changes must be made in writing.

Conference Attire. The conference is a business casual event. All after-hours events are casual.

Send More, Save More: Send 3+ agents from one agency, save \$10 per registration (on top of EB discount)

How to Register:

1. Mail: KAIA, 815 SW Topeka Blvd., Topeka, KS 66612
2. Email: info@kaia.com
3. Online: kaia.com/events or scan QR Code:



QUESTIONS?
CONTACT KAIA!
800-229-7048
OR
INFO@KAIA.COM

KAIA's Welcome Reception & Trade Show

As an agent, this is where you go to expand your contacts, learn about new products, and gain resources to better serve your customers. As an industry partner, this is the time to make and strengthen connections with Kansas' independent agents. Get acquainted with KAIA, your fellow agents, and company members while enjoying cocktails and appetizers.



Outing Sponsored by Young Agents

Join the Young Agents of Kansas for a casual evening of cocktails, conversation, and games. (Location TBD) Not a Young Agent? Not a problem! This event is open to all.



NETWORKING

KAIA's Annual Convention offers many opportunities for attendees to network and unwind, including Monday's Welcome Reception and Young Agent's Outing, lunches, and Tuesday night's Hospitality Night and After Hours Entertainment.



Networking Breakfast with Exhibitors

Join our exhibitors Tuesday morning for some breakfast and networking time in the exhibit hall. Booth prizes will be announced and we may have a special surprise or two in store! Must be present to win!

Hospitality Night & After Hours

Join KAIA and our company partners for One Night In Vegas! Lady Luck will be on your side with a night full of cocktails, food, games, and prizes. Hospitality rooms are back by popular demand with a fun spin and then we'll have a casino party for all to enjoy!

BECOME A HOSPITALITY NIGHT SPONSOR

The generosity of our sponsors allows KAIA to provide a bigger, better conference experience while keeping registration and other fees below cost. This year, the entire 6th floor is reserved for hospitality night. All sponsors gain exposure prior to and during the event and will be recognized on the KAIA website and in our event program.

A sample of the hospitality night sponsorship opportunities are listed below. To discuss hospitality night or check the availability of specific sponsorships, email Karlyn Judd at karlyn@kaia.com or call 1-800-229-7048.

Sponsorship contributions can be submitted easily when completing your online registration.

Hospitality Rooms

\$0 (Industry Partner)/\$500 (Non-Member)

The Hospitality Rooms include your own exclusive room allowing for one-on-one conversations with member agents. The entire 6th floor is reserved for hospitality night and there are 15 rooms available, so be sure to register early to guarantee your spot! Companies can register for up to 2 rooms to allow more room to host attendees. Don't forget the hospitality night theme of One Night In Vegas!

**Registration fee does not cover hotel costs.*

**All attendees are FREE for Industry Partners with a hospitality room registration.*

The Vendor is responsible for:

- Rental of the guest room used for the hospitality event the day prior, the day of, and the day after the hospitality event. This rate would be the Group rate of \$133.
- Furniture removal and replacement in room used for hospitality. This is a \$300 fee per room used.
- Cleaning fee of up to \$250 unless it is determined that damage was done and then the fee could be higher.

Vendors are allowed to bring in their own food and beverage/alcohol with the following items not allowed:

- Sterno cans/fuel
- Crockpots or other heating devices using electric power
- Candles or open flames
- Anything hung or taped to the walls of the room. Painter's tape is approved.
- Glitter/Confetti or fog machines

General Hospitality Sponsor

\$250

This sponsorship will help us provide all of the fun "extras" throughout hospitality night including prizes. Sponsors will be recognized in conference materials and on signage for that evening.

Casino Party Bar Sponsor

\$500

This sponsorship is to help make the bars during the casino party open for all attendees. Nobody likes a cash bar! Bar Sponsors will be recognized in conference materials and on signage that evening.

Casino Party Game Sponsor

\$1,000

This sponsorship is to help bring in games for the casino party. You can sponsor a specific game or let Lady Luck choose! Game Sponsors will be recognized in conference materials and on signage that evening.

EXHIBITOR INFORMATION

KAIA is committed to ensuring high traffic to the Exhibit Hall and your booth. We help maximize your investment by providing early publicity, opening welcome reception in the exhibit hall, and prizes and drawings galore for attendees.

At your request, we've added some additional booth time specifically for our exhibitors and agents. The networking breakfast on Tuesday, February 7, will be in the exhibit hall to offer another opportunity for face-to-face time. Feel free to give out any booth prizes at this time. The exhibit hall will remain open through the remainder of the morning to allow attendees arriving Tuesday time with exhibitors. Keep in mind that classes start at 9:00 AM.

Booth Pricing

To be eligible for an Industry Partner exhibit booth, membership dues must be paid in full for the 2022-2023 fiscal year by 1/6/2023. Booth confirmations will be sent out once dues are received.

Booth Type	Price	Included Attendees
President's Club Booth	\$0	5
Platinum Booth	\$0	3
Gold Booth	\$250	2
Silver Booth	\$350	1
Bronze Booth	\$500	0
Non-Member Booth	\$1,500	0

Exhibit Hall Hours

Monday, February 6: 4:00 PM – 7:00 PM
Tuesday, February 7: 7:30 AM - 12:00 PM
Set-up schedule
Monday, February 6: 12:00 PM - 4:00 PM

Staffing and Registration

Exhibits and equipment must be in place by 4:00 PM, Monday, February 6.
Exhibits can be taken down after 1:30 PM, Tuesday, February 7. Please, do not start to tear down prior to this time.
Booths must be properly staffed during posted hours.

Booth Specs

Each 8' X 8' booth will be set-up with pipe and draping, two chairs, a table, a wastebasket, and an identification sign. If you need electricity, please let KAIA know at time of registration. If you would like to order any additional items for your booth, please contact Helgerson's directly at (316) 943-1851. Helgerson's will begin exhibit teardown at 2:00 PM on Tuesday, February 7, and all exhibits must be cleared from the exhibit hall by 4:00 PM.

Remember to prominently display your booth number to make it easier for attendees to find you!

Exhibits may consist of any equipment, merchandise, or service of interest to independent agents. KAIA reserves the right to decline and prohibit any exhibit or any part of an exhibit that, in its opinion, is improper. This reservation extends to persons, conduct, printed matter, souvenirs, or anything that, at the sole discretion of management, may adversely affect the character of the exhibits.



CARRIER/COMPANY REGISTRATION

Company _____ Contact Person _____

Contact's Number _____ Contact's Email _____

	Attendee's Name:	Attendee's Name	Attendee's Name
Attendee Registration	<input type="checkbox"/> Mem. - \$250 <input type="checkbox"/> Non-Mem. - \$400	<input type="checkbox"/> Mem. - \$250 <input type="checkbox"/> Non-Mem. - \$400	<input type="checkbox"/> Mem. - \$250 <input type="checkbox"/> Non-Mem. - \$400
Exhibitor Registration	<input type="checkbox"/> Mem. - \$250 <input type="checkbox"/> Non-Mem. - \$400	<input type="checkbox"/> Mem. - \$250	<input type="checkbox"/> Mem. - \$250
Booth Registration	<input type="checkbox"/> Mem. - SEE FEES BELOW <input type="checkbox"/> Non-Mem. - \$1,500	<input type="checkbox"/> Mem. - \$500	<input type="checkbox"/> Mem. - \$500
Hospitality Room	<input type="checkbox"/> Mem. - FREE <input type="checkbox"/> Non-Mem. - \$500	<input type="checkbox"/> Mem. - FREE <input type="checkbox"/> Non-Mem. - \$250	<input type="checkbox"/> Mem. - FREE <input type="checkbox"/> Non-Mem. - 250
Spouse/Guest	<input type="checkbox"/> Mem. - \$100 <input type="checkbox"/> Non-Mem. - \$200	<input type="checkbox"/> Mem. - \$100 <input type="checkbox"/> Non-Mem. - \$200	<input type="checkbox"/> Mem. - \$100 <input type="checkbox"/> Non-Mem. - \$200
Socials Only	<input type="checkbox"/> Mem. - \$100 <input type="checkbox"/> Non-Mem. - \$200	<input type="checkbox"/> Mem. - \$100 <input type="checkbox"/> Non-Mem. - \$200	<input type="checkbox"/> Mem. - \$100 <input type="checkbox"/> Non-Mem. - \$200
Tuesday Lunch Only	<input type="checkbox"/> Mem. - \$50 <input type="checkbox"/> Non-Mem. - \$150	<input type="checkbox"/> Mem. - \$50 <input type="checkbox"/> Non-Mem. - \$150	<input type="checkbox"/> Mem. - \$50 <input type="checkbox"/> Non-Mem. - \$150
Amount \$			

Please indicate your top three booth locations: _____

Do you need electricity at your booth? Yes No

HOSPITALITY NIGHT SPONSORS

For all sponsorship opportunities visit kaia.com/annualconvention.

EARLY BIRD SAVINGS

Subtract \$25 from full conference registration when you register by

DEC. 19

▶ **TOTAL DUE:** \$

BOOTH FEES

- IP President's Club Booth - \$0
- IP Platinum Booth - \$0
- IP Gold Booth - \$250
- IP Silver Booth - \$350
- IP Bronze Booth - \$500

PAYMENT OPTIONS

Check (enclosed) made payable to KAIA

Credit Card # _____ Exp. Date _____ CVV _____ Visa MC Amex

Billing Address _____ City _____ State _____ Zip _____

Cancellation/Refund Policy. Requests received within 30 days or more of the event, will receive a 50% refund. No refund will be issued for any cancellation requests on or after January 16, 2023. Any approved refunds in full regardless of reason will be subject to a \$30 processing fee. No refunds will be processed for "no shows". Any other requests for cancellation beyond these guidelines will be assessed by KAIA and a refund will be granted on a case-by-case basis. All cancellations/changes must be made in writing.

Conference Attire. The conference is a business casual event. All after-hours events are casual.

Send More, Save More: Send 3+ agents from one agency, save \$10 per registration (on top of EB discount)

How to Register:

1. Mail: KAIA, 815 SW Topeka Blvd., Topeka, KS 66612
2. Email: info@kaia.com
3. Online: kaia.com/events or scan QR Code:



Register & choose
your exhibit space at
[kaia.com/
annualconvention](http://kaia.com/annualconvention)

“I continue to say this is the best and most organized conference for agents, companies, and new attendees. This is great for networking with all! The extra work and effort that the KAIA staff puts in to making this event happen is very much appreciated. A can't miss event if the insurance is in Kansas!”

SUE FITZGERALD, UNDERWRITING MANAGER
MARYSVILLE MUTUAL



Register Today!
Save \$\$ When You Register by Dec. 19.