



# FIWT 73rd Annual Convention

October 26-29, 2017

Embassy Suites, 1001 East McCarty Lane, San Marcos, TX 78666

Tentative - Subject to Change

## Thursday, October 26 – Attire Business Casual

**FIWT Golf Tournament**, The Bandit Golf Club, New Braunfels - Noon tee time

**Exhibitor Move-In** – 3:00 pm – 6:00 pm

**Registration Desk Open** - 3:00 pm – 6:00 pm

Registration Envelopes Sponsored by LUBA Workers' Comp



Totebags Sponsored by McClelland and Hine, Inc.



Name badges and lanyards Sponsored by AmWINS Access



**CIPT Class** – Module # 3 – Keeping Yourself Professional: What Does That Mean?

4:00 pm – 6:00 pm

Presented by Jan Kearbey, CWCP, CIC, CISR, CPIW, CIPT and Gigi Heffernan, ACSR, CIPT

Sponsored thru a partnership with  and 

*\*This class is separate from the convention registration, additional fees apply.*

**CIPT Update Course** – So Now You Are A Manager: Basic Supervisory Skills

4:00 pm – 5:00 pm

Presented by Teri Jones, AU, PIWT, CIPT

*\*This class is separate from the convention registration, additional fees apply.*

Open Evening- No additional events will be planned for Thursday evening.

## Additional Sponsors of the FIWT Convention

Platinum Level Sponsor



Silver Level Sponsors



Bronze Level Sponsors



**Friday, October 27** – Attire: Business Casual

**Registration Desk Open** - 7:30 am

**Pre Convention Board Meeting** - 8:00 am

**Trade Show Hours** - 9:30 am – 12:30 pm

Coffee Break Sponsored by Prime Insurance



Exhibit Hall Game Prize sponsored by Texas Specialty Underwriters



**Lunch with Exhibitors** - 12:30 pm- 1:30 pm

\*CIPT Commencement Ceremony during lunch.

Sponsored by Specialty Insurance Managers, Inc., TSLA, and United Fire Group.



**Market Spotlight - Wright Flood** - 1:45 pm – 2:15 pm - Retail Agency staff are invited to attend.



**2 Hour CE –Flood Update**, Presented by Shawn Tinsley, M.S., ANFI, 2:15 pm – 4:15 pm,  
Sponsored by Wright Flood



**Social Media Course**, Presented by Emily Adams - 2:30 pm – 4:00 pm,  
Sponsored by The Insurance Record



**Coffee Break** Sponsored by Specialty Insurance Managers, Inc.



**Market Spotlight -Litchfield Special Risks** 4:30 pm – 5:00 pm - Retail Agency staff are invited to attend.



**Local Association Workshop**, Presented by Shanna Sutton, CISR – 5:15 pm – 6:15 pm  
Not just for Local presidents, this workshop is a place to share ideas and ask questions

**CIPT Training**, Presented by Jan Kearbey, CWCP, CIC, CISR, CPIW, CIPT – 5:15 pm – 6:15 pm

For anyone interested in teaching a CIPT course in the future.

**Nominating Meeting** – 6:30 pm – 7:00 pm

All local associations are asked to send one representative to the meeting.

**First Timers Reception** – Presidential Suite - 7:00 pm – 7:30 pm

Invitation Open to anyone attending the FIWT convention for the first time

**Friday Dinner and Opening party** - 7:30 pm

Party Sponsored Exclusively by Service Lloyds Insurance Company



Build your classy costume for the Karaoke Fun!

**Saturday, October 28** – Attire: Business Casual

Registration Desk Open - 7:30 am

**2 Hour CE Class - Drones and Other Commercial Lines Trends**

8:00 am – 10:00 am, Presented by Jim Gavin, Sponsored by IIAT



**Drones** - The increased business use of drones has created a potential uninsured exposure. Learn how the ISO endorsements address the exposure and the proper way to protect your customers.

**Commercial Lines Trends** – An update on what's happening the world of commercial insurance and what problem areas lie ahead.

**Educating, Equipping & Empowering Through Daily Life** - 9:00 am – 10:00 am

Presented by Kamie and Jason Clark

**2 Hour CE Class – Premium Finance Express** - 10:15 am – 12:15 pm

Presented by Sue Ann Lopez, Sponsored by Imperial PFS. This course is an interactive environment including competitions as we discuss premium finance.



**2 Hour Ethics – The Role Of Ethics In The Insurance Industry**- 10:15 am – 12:15 pm

Presented by Karla Lofton, CIC, CISR

**Leadership Lunch Honoring FIWT Past Presidents**

Keynote – **Why Are We Still Talking About Women Helping Women?**

by Jan Kearbey, CWCP, CIC, CISR, CPIW, CIPT

12:30 pm – 2:30 pm

Lunch Sponsored by M.D. Jensvold & Co., Inc.



Gavel Presentation Sponsored by Myron Steves

**MYRON STEVES**

Keynote Sponsored by Service Lloyds



**Local Association General Store:** 2:30 pm – 3:30 pm – Foyer outside lunch

Local Associations can sell raffle tickets and other items to support their local fundraising efforts. Raffles will be drawn at the end of the Annual Business Meeting.

**Annual Business Meeting** - 4:00 pm – 6:00 pm

**Reception and Installation of New Officers and Awards Dinner** – 7:00 pm

Business Attire or Semi-Formal Dress

Convention Glasses Sponsored by National Lloyds Insurance Company

Installation Dinner Sponsored by IIAT and Risk Placement Services



Installation Entertainment Sponsored by Myron Steves



FIWT Grand Prize Drawing Sponsored by Specialty Insurance Managers, Inc.

**MYRON STEVES**

FIWT Community Service Award Sponsored by FIWT Past Presidents



FIWT Leadership Award Sponsored by Litchfield Special Risks, Inc.

**Reception** Sponsored by Dallas Association of Insurance Professionals



**Sunday, October 29** – Attire: Business Casual

**Orientation Meeting for New Board Members and Committee Chairs** – 8:00 am

**Chapel Service** – 8:15 am

**Post Convention Board Meeting** – 8:45 am – 9:45 am