



FIWT 74th Annual Convention

October 18-21, 2018

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

Tentative - Subject to Change

FIWT Under 40 as the community service project will be collecting interview attire for Dress for Success San Antonio. Please bring any gently used items to the registration desk at any time during the convention. Additional information on what is accepted available at <https://sanantonio.dressforsuccess.org/get-involved/donate/>

Thursday, October 18 – Attire Business Casual



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

Registration Desk Open - 2:00 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 Program and Convention App Sponsored by Myron Steves



Mobile Device Charger Station Sponsored by North Star Reports



CIPT Class – Module # 5 – Time Management and Organization Skills

2:30 pm – 4:30 pm

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



Sponsored by Service Lloyds

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

Exhibitor Move-In – 3:00 pm – 6:00 pm

CIPT Update Course – Taking the Heat- Dealing with Upset Clients

3:30 pm – 4:30 pm

Presented by Janet Dawson, CIC, CRM, CIPT

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

CIPT Training Course

4:30 pm – 5:30 pm, Presented by Jan Kearbey

Anyone that has earned the CIPT designation can teach a CIPT course in the future. If you are interested in teaching, or have already committed to teach, please make plans to attend this session.

Happy Hour at Railyard Bar and Grill

9:00 pm – 11:00 pm, located at 115 N Edward Gary Road (10 minutes from hotel)

Sponsored by the Insurance Women of the Metroplex

Additional Sponsors of the FIWT 74th Annual Convention

Platinum Level Sponsor



Silver Level Sponsors



Bronze Level Sponsors



Friday, October 19 – Attire: Business Casual



Registration Desk Open - 7:30 am

Pre Convention Board Meeting - 8:00 am

Non Members and CSRs from the Austin and San Antonio area are invited to attend a complimentary one-hour Ethics course. The class will be presented 8:30 am – 9:30 am by Teri Jones, AU, PIWT, CIPT and the class title is **The Ethical Road to Mayberry – The Horse Trader** Limited to the first 50 people to register. Please bring your TDI to number to receive credit for the class.

Trade Show Hours - 9:45 am – 1:00 pm

Exhibit Hall Game Prize sponsored by Texas Specialty Underwriters



Lunch with Exhibitors – 1:00 pm- 2:00 pm

*CIPT Commencement Ceremony during lunch

Ceremony Sponsored by Service Lloyds



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



2 Hour CE – Directors & Officers Coverage – 2:15 pm – 4:15 pm

Presented by Garrett Sprowls, Sponsored by TSLA

Upon completion of this workshop participants will:

- Know why D&O is needed for various organizations
- Understand the duties directors and officers owe to their organization, stakeholders, employees and others
- Know how coverage agreements under D&O is structured and who is insured
- Understand the exclusions that generally apply to D&O
- Know where claims are most likely to come from
- Have reviewed some of the key issues when D&O is written for non-profits



Conquer This and Skyrocket Your Success – 2:15 pm – 4:15 pm

Presented by Danielle Lavalée Wasson, Marketing Specialist for Litchfield Special Risk and Founder of My Retail Coach



During this workshop, we will work on conquering what is regarded as one of the biggest fears of all time...public speaking. While many people believe public speaking is being like Tony Robins, in fact, it is more about **being able to communication your ideas** effectively to one person or hundreds! We will follow the Toastmasters International model to practice our speaking skills. This will include how to quickly create an organized answer to an impromptu question- whether it's from your boss or a customer. We will also learn how to cover some fear conquering techniques that you'll be able to apply to many other fears that we all face. This is a fun packed workshop where even the most fearful speaker can find support and conquer their fear!

Coffee Break Sponsored by Specialty Insurance Managers, Inc.



Local Association Workshop - 4:30 pm – 5:30 pm

Presented by Cindy Jordan, ACSR, CAM, CIPT

Not just for Local presidents, this workshop is a place to share ideas and ask questions

Nominating Committee Meeting – 5:45 pm – 6:30 pm

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

First Timers Reception – Presidential Suite – 6:45 pm – 7:30 pm

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



Friday Dinner and Opening party - 7:45 pm

Party Sponsored Exclusively by Service Lloyds Insurance Company

Dress as your favorite Super Hero!



Saturday, October 20 – Attire: Business Casual



Registration Desk Open - 7:30 am

2 HR CE – Business Income – 8:00 am – 10:00 am

Presented by Paul Martin, Sponsored by Myron Steves

MYRON STEVES

This workshop will prepare the participant to educate customers regarding their business income loss exposure and properly insure them against loss. Filed for 2 CE Hours.

Dress for Success – 9:00 am – 10:00 am

Presented by Priscilla Ramirez, Sponsored by St. John

Local Association General Store – 10:30 am to 12:30 pm

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.

2 HR CE – Workers Comp Entities & Classifying Risk – 10:15 am – 12:15 pm



Presented by Tai Jenkins, Sponsored by Texas Mutual

Your clients look to you for your insurance expertise. Knowing how insurance carrier combinability helps create a smooth process for you and them. This class will address your questions on entities and combinability. We will also cover what you need to do when there is a change in ownership as well as pain points around filling out the ERM-14 form.

When writing workers' comp, classifying a risk is where it all starts. Accurate levels of coverage and correct pricing depend on understanding your clients' businesses and knowing how to properly classify a risk. Join us to discuss companion classifications, standard exceptions, general exclusions & inclusions, as well as, how to handle miscellaneous employees

Leadership Lunch Honoring FIWT Past Presidents - 12:30 pm – 2:30 pm

Keynote – **Easily Entertained**, presented by Lori Randall,

Author of the Book *What Shoe Are You?*

Lunch Sponsored by LP Risks

Gavel Presentation Sponsored by Myron Steves



Delegate Registration for Annual Business Meeting – 2:45 pm

Annual Business Meeting - 3:00 pm

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

Business Attire or Semi-Formal Dress

Installation Dinner Sponsored by Risk Placement Services

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

Convention Glasses Sponsored by National Lloyds

FIWT Community Service Award Sponsored by North Texas Insurance Professionals

FIWT Leadership Award Sponsored by Litchfield Special Risks, Inc.



Sunday, October 21 – Attire: Business Casual

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

All incoming committee chairs and all Board members should attend this meeting.

Chapel Service – 8:30 am – 8:45 am

Post Convention Board Meeting – 9:00 am – 10:00 am

