

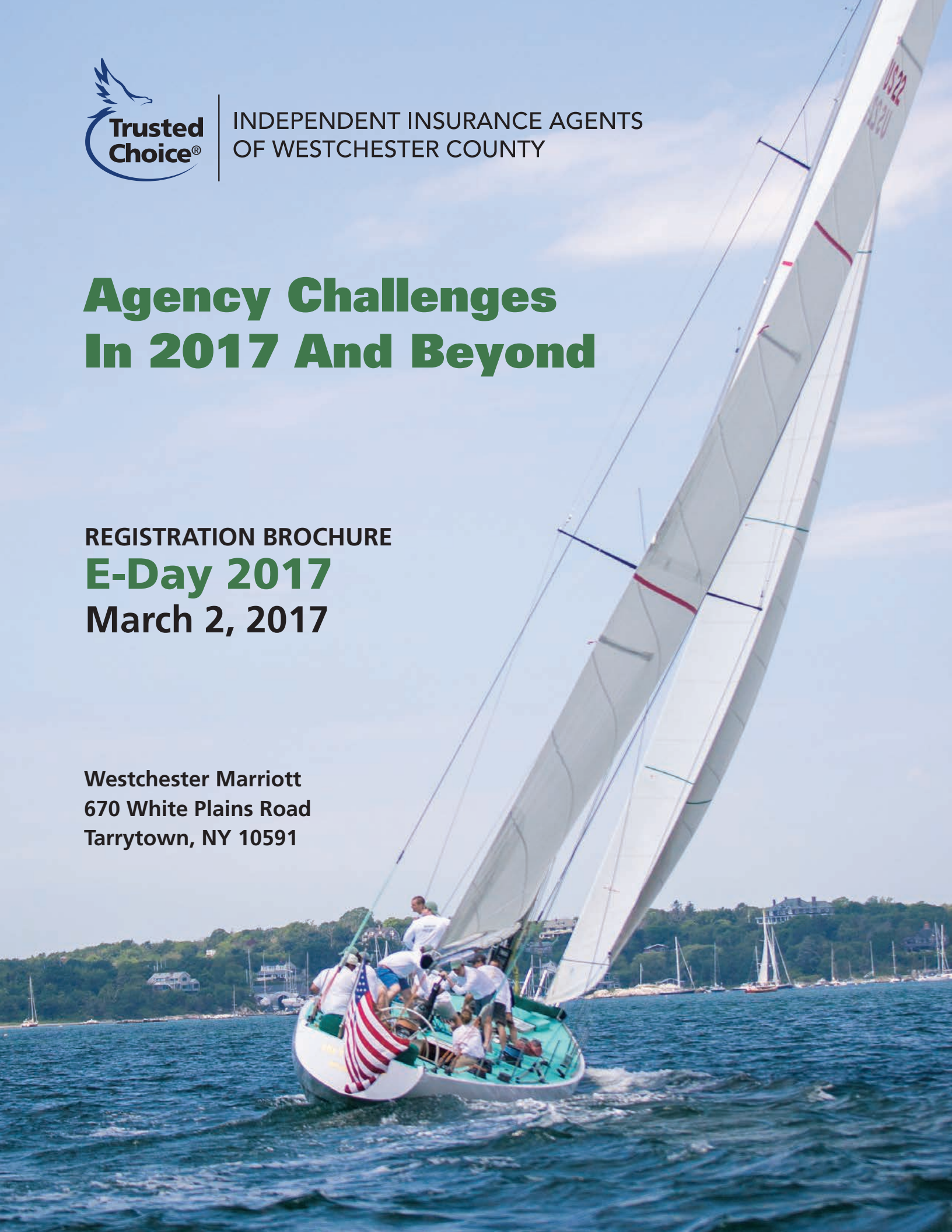


INDEPENDENT INSURANCE AGENTS
OF WESTCHESTER COUNTY

Agency Challenges In 2017 And Beyond

REGISTRATION BROCHURE
E-Day 2017
March 2, 2017

Westchester Marriott
670 White Plains Road
Tarrytown, NY 10591





**STRONG
MARKETING
STRATEGY**

**EFFECTIVE
RECRUITING**

**CLEAR
CUSTOMER
EXPERIENCE**

**A
FORMAL
SALES
PROCESS**

**STRONG
LEADERSHIP**

Dear Members and Friends:

We are excited to be hosting our 51st Annual Education Day. Please join us as we return to The Westchester Marriott on Thursday, March 2, 2017 for a day of education as well as an opportunity to network with your peers.

E-Day is also a day for some fun and interaction with others. Exhibitors will be abundant and looking forward to showing you their products and services. George Goodman will once again humor us with his "2016 Top Ten," and to add some excitement to our program, we've enlisted **Buddy Fitzpatrick**, a New York City comedy club favorite to add some levity to the day.

Buddy has appeared in the "*Sopranos*," "*The Business of Strangers*," "*Harlem Aria*," and on "*Gotham Comedy Live*." When not currently headlining, Buddy can be seen opening for Joe Behar. He recently completed film work on "*American Brawler*," "*Hospital Arrest*," "*Blue Lives Matter*" and is currently filming "*Puppets*."

We are pleased to provide the following Continuing Education classes sponsored by **AIG Private Client Group**:

Domestic Employees: The Newest Loss Exposure (1 credit)

Many affluent households retain private staff for a wide range of tasks including child care, caring for elderly dependents, cleaning, driving and more. When employers are not diligent with their hiring and management practices, unqualified, dishonest or even criminal personnel can infiltrate the household. Retaining private staff can bring added risk via liability claims initiated by the employee, including but not limited to invasion of privacy, wrongful termination, and/ or failure to provide mandatory social insurance programs like workers' compensation.

This course examines the range of exposures related to domestic employment, and reviews the different types of risk management and insurance programs that can address them.

The Art of Valuation - The Art Market, Appraisals and Insurance (1 credit)

The art market is considered the largest unregulated market in the world. Unlike personal property, the value of artwork is determined by both tangible and non-tangible factors. Although auctions allow some visibility on the prices achieved for highly coveted artworks, most art sales are transacted privately through art dealers, galleries and art advisors.

This will address how factors such as condition, historical importance and market demand can change and dramatically alter the value of a work. These variables can change on a yearly basis and can impact the amount of insurance coverage that is needed.

KEYNOTE SPEAKER

This year we are excited to announce Kelly Donahue-Piro of Agency Performance Partners as our Keynote Speaker. Agency Performance Partners founder Kelly Donahue-Piro has helped hundreds of insurance agencies boost revenues, profits and efficiency. Kelly will address "**5 New Agency Challenges and How to Tackle Them.**"

FREDERICK H. DAYTON AWARD WINNER

Join us in honoring, **Brian M. Colby**, Principal, BNC Insurance Agency, as this year's Dayton Award recipient. Mr. Colby is an integral part of our Association, dedicated to its mission and growth and to his community.

TOP PARTNERS

Each year our Top Partner awards are presented to insurance companies represented in Westchester, Putnam and Rockland Counties who have demonstrated their commitment and support of Independent Agents and Brokers.

OUR 2016 TOP PARTNERS ARE:

Personal Lines

National – **Chubb**

Regional – **Adirondack Insurance Exchange**

Commercial Lines

National – **The Hartford**

Regional – **Merchants Insurance Group**

We look forward to seeing you at E-Day 2017!

Sincerely,

Beth Hoffman
E-Day Committee
IIAWC President

Linda Rey
E-Day Committee
Chairperson

9:30 A.M.

CE SEMINAR REGISTRATION

Coffee & Danish

10:00 A.M.

CE SEMINAR *Sponsored by AIG*

Domestic Employees - The Newest Loss Exposure

11:00 A.M.

CE SEMINAR *Sponsored by AIG*

The Art of Valuation - The Art Market, Appraisals and Insurance

12:00 P.M.

REGISTRATION AND EXHIBIT AREA OPENS

1:00 P.M.

Luncheon & Greetings

Beth Hoffman
President of IIAWC

**GEORGE GOODMAN'S 2016
INSURANCE TOP TEN**

Introduction of Keynote Speaker:

Beth Hoffman
President, IIAWC

KEYNOTE SPEAKER:

Kelly Donahue-Piro
President
Agency Performance Partners

EDUCATION DAY 2017 SPONSORED BY

The Independent Insurance Agents of Westchester County

REGISTRATION FEE:

\$100 per person, if you register and pay before January 15, 2017.

\$130 per person for all registrations received after January 15, 2017.

REGISTRATION FEE INCLUDES:

Luncheon, exhibit hall, cocktail reception in exhibit hall, awards ceremony and afternoon program.

For more information about registering for E-Day, exhibiting, sponsoring, or advertising in our E-Day Journal, please contact The Beaumont Group at 973-941-6024, scb@thebeaumontgroup.com, or fax your request to 732-920-1260.

Please pay tribute to our Dayton Award Winner and our Top Partners.

PRESENTATION OF AWARDS

Top Partner Awards Presented By:

Peter Lanza
Top Partner Chairperson

Recipients:

Personal Lines

National Carrier – Chubb
Regional Carrier – Adirondack Insurance Exchange

Commercial Lines

National Carrier – The Hartford
Regional Carrier – Merchants Insurance Group

FREDERICK H. DAYTON AWARD

Presented By:

Margaret Black
Vice President, Operations
Allan M. Block Agency

Recipient:

Brian M. Colby
Principal
BNC Insurance Agency

CLOSING REMARKS

AND GRAND PRIZE DRAWING

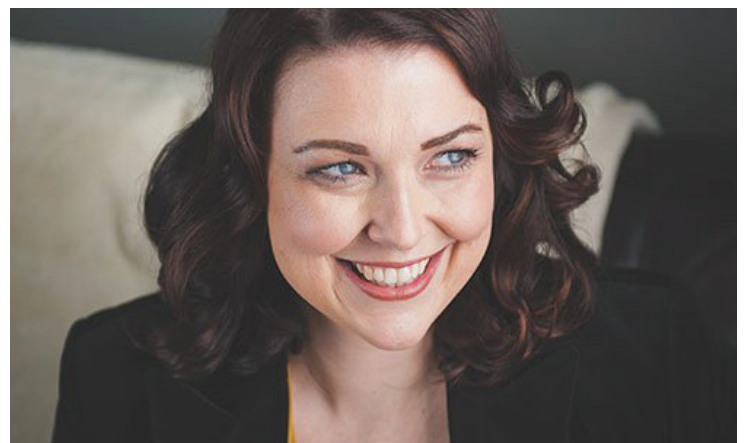
Beth Hoffman
President, IIAWC

3:30 – 5:00 P.M.

COCKTAIL HOUR AND

NETWORKING IN THE EXHIBIT HALL

**PLEASE VISIT THE ASSOCIATION'S
WEBSITE AT IIAWESTCHESTER.ORG**



Kelly Donahue-Piro, Keynote speaker

Return this form with payment to IIAWC

Susan Barros, c/o The Beaumont Group, Inc.
990 Cedar Bridge Avenue, Suite B7, PMB 210
Brick, NJ 08723

For more information, call
The Beaumont Group at 973-941-6024
Fax: 732-920-1260 or
e-mail: scb@thebeaumontgroup.com



THURSDAY, MARCH 2, 2017 • THE WESTCHESTER MARRIOTT, TARRYTOWN, NY

CE Classes Sponsored by AIG

10:00 – 11:00 A.M. Domestic Employees - The Newest Loss Exposure 1 Credit

Course Approval Number: TBA

Course Instructor: Lisa Brannigan, Regional Marketing Manager, AIG Private Client Group

11:00 – 12:00 P.M. The Art of Valuation 1 Credit

Course Approval Number: TBA

Course Instructor: Paul Fisher, Art Collection Manager, AIG Private Client Group

Cancellation Policy:

Refunds will not be given for cancellations. We will be pleased to issue a credit that can be applied to the IIAWC Installation dinner or e-day 2018.

NAME _____

AGENCY _____ EMAIL _____

ADDRESS _____ CITY/STATE/ZIP _____

PHONE _____ BROKER LICENSE _____

Please Check Off Your Selected Courses(s):

Domestic Employees - The Newest Loss Exposure **The Art of Valuation**

Photocopy this form for other CE Course Attendees.

E-Day Registration includes: Luncheon, Program, Networking Reception and Exhibit Hall

Agency Company Vendor Other

NAME _____ EMAIL _____

ADDRESS _____ CITY/STATE/ZIP _____

PHONE _____ FAX _____

Please reserve _____ Tickets at @\$100 per person if registered and paid before January 15, 2017.

\$95 for groups of 6 or more from the same company.

After January 15, 2017 \$130 per person and no group discounts. **Total enclosed:** _____

IIAWC has reserved a block of rooms at the Westchester Marriott. In order to take advantage of the group rate of \$149 per night, please call (800) 228-9290 or Log onto marriott.com/nycwe then Click "Reserve a Room" and refer to the IIAWC by February 8, 2017.

Please list attendees name and company affiliation so that proper name tags can be made in advance. If more space is needed, please add a sheet of paper.

We also accept Visa, Mastercard and American Express

ATTENDEE NAME	COMPANY

NAME _____

COMPANY _____

ACCOUNT _____ EXP. DATE _____

AMOUNT AUTHORIZED _____

SIGNATURE _____

Refunds will not be given for cancellations. Rather, a credit will be provided for a future event.