



INDEPENDENT INSURANCE AGENTS
OF WESTCHESTER COUNTY

**SALES — Helping your
SERVICE TEAM
cross the finish line!**

**E-Day 2018 REGISTRATION
March 8, 2018**

**Westchester Marriott
670 White Plains Road
Tarrytown, NY 10591**



Dear Members and Friends:

We are excited to be hosting our 52nd Annual Education Day. Please join us as we return to The Westchester Marriott on Thursday, March 8, 2018 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 "2017 Top Ten," and to add some excitement to our program, we've enlisted **Dan Wilson**, a comedy club favorite to add some levity to the day.

Dan has appeared in the Star Search "90," A&E's "Evening at the Improv," MTV's "Half Hour Comedy Hour," and Lifetime's "Girls' Night Out." He is also a recurring sketch performer on HBO's "Hardcore T.V." Dan has opened for Dana Carvey, Richard Lewis, Emo Phillips, and Richard Belzer.

We are pleased to provide the following Continuing Education classes sponsored by **Amtrust and Transworld**.

PONZI SCHEMES AND SECURITIES FRAUD

BRIDGE COURSE: 4 (4 CREDITS)

(BR, LB, C1, PC, LA, LSB, C3, PA)

This course will cover the background of Ponzi Schemes as well as the mechanics of why these schemes work. The first part of the 21st century has seen a confusing mix of eroding public trust in certain institutions (and burgeoning trust in others), growing self-absorption among many people and an increase in material wealth that's not always evenly distributed. The result is a favorable climate for Ponzi schemes

KEYNOTE SPEAKER

This year we are excited to announce Dr. Cynthia McGovern, of Orange Leaf Consulting as our Keynote Speaker. Dr. McGovern holds her Masters Degree in Marketing, and her Doctorate Degree in Organizational Communication, with an emphasis in Leadership and Ethics. Combining her academic experience and her years of business consulting, she has a deep understanding of how to shape behavioral change throughout all levels of an organization.

A highly sought-after speaker and coach to organizations countrywide, Dr. McGovern has presented at both national and international conferences on the topics of: Organizational Change, Conflict Resolution, Consultative Sales, Values Based Selling, Communication, Management, Leadership, Sales Management, and Collective Bargaining.

FREDERICK H. DAYTON AWARD WINNER

Join us in honoring, **Robbie Davis**, Vice President, Eifert French & Ketchum, as this year's Dayton Award recipient.

Mr. Davis 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 2017 TOP PARTNERS ARE:

Personal Lines

National – **Chubb**

Regional – **New York Central Mutual**

Commercial Lines

National – **The Hartford**

Regional – **Selective Insurance Company**

We look forward to seeing you at E-Day 2018!

Sincerely,

Beth Hoffman, CPCU

E-Day Committee

IIAWC President

Linda Rey

E-Day Committee

Chairperson

7:30 A.M.
CE SEMINAR REGISTRATION

Coffee & Danish

8:00 A.M.
CE SEMINAR *Sponsored by Amtrust and Transworld*

Ponzi Schemes and Securities Fraud

12:00 P.M.
**REGISTRATION AND EXHIBIT
AREA OPENS**

1:00 P.M.
Luncheon & Greetings
Beth Hoffman, CPCU
President of IIAWC

**GEORGE GOODMAN'S 2017
INSURANCE TOP TEN**

Introduction of Keynote Speaker:
Beth Hoffman, CPCU
President, IIAWC

KEYNOTE SPEAKER:
Cynthia McGovern, Ph.D.
CEO/First Lady of Sales
Orange Leaf Consulting

PRESENTATION OF AWARDS

Top Partner Awards Presented By:
Peter Lanza
Top Partner Chairperson

Recipients:
Personal Lines
National Carrier – Chubb
Regional Carrier – New York Central Mutual

Commercial Lines
National Carrier – The Hartford
Regional Carrier – Selective Insurance Group

FREDERICK H. DAYTON AWARD

Presented By:
Brian M. Colby
Principal
BNC Insurance Agency

Recipient:
Robbie Davis
Vice President
Eifert, French & Ketchum

**CLOSING REMARKS
AND GRAND PRIZE DRAWING**

Beth Hoffman, CPCU
President, IIAWC

3:30 – 5:00 P.M.
**COCKTAIL HOUR AND
NETWORKING IN THE EXHIBIT HALL**

EDUCATION DAY 2018 SPONSORED BY
The Independent Insurance Agents of Westchester County

REGISTRATION FEE:
\$125 per person, if you register and pay before January 31, 2018.
\$150 per person for all registrations received
after January 31, 2018. CE Class only: \$50.

REGISTRATION FEE INCLUDES:
CE Class, 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.**

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



Dr. Cynthia McGovern, 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 8, 2018 • THE WESTCHESTER MARRIOTT, TARRYTOWN, NY

CE Classes Sponsored by AmTrust and Transworld

8:00 – 12:00 P.M. Ponzi Schemes and Securities Fraud
 (BR, LB, C1, PC, LA, LSB, C3, PA) 4 Credits
 Course Approval Number: TBA

Course Instructor: Bryan Gregory, National Training Director, Bryant & Stratton College

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 2019.

NAME	
AGENCY	EMAIL
ADDRESS	CITY/STATE/ZIP
PHONE	BROKER LICENSE

Photocopy this form for other CE Course Attendees.

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

Agency Company Vendor Other

NAME		EMAIL	
ADDRESS		CITY/STATE/ZIP	
PHONE		FAX	

Please reserve _____ Tickets at @\$125 per person if registered and paid before January 31, 2018.

\$110 for groups of 6 or more from the same company. CE Class only is \$50 per person.

After January 31, 2018 \$150 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 \$154 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 13, 2018.

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.

ATTENDEE NAME	COMPANY

We also accept Visa, Mastercard and American Express

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.