



2020 Region VII Conference – March 12 - 14, 2020

Heathman Lodge, 7801 NE Greenwood Drive, Vancouver, WA 98662

Host: Region VII MALs and Friends

Education Day, Thursday, March 12, 2020 Registration Form

Registrant Information (Please Type or Print CLEARLY) – Attach your Business Card, if applicable.

Name			
Employer / Job Title			
Mailing Address			Work Home
Phone Number	Cell	Other	
E-Mail Address			Work Home
Insurance Lic # (Needed for CE)	State Licensed:		

EDUCATION OPTIONS – March 12, 2020 – See attached for complete Course detail.

Select	Time	Course Title	Instructor	CE	Cost	Paid
	8 – 11 am	Fire, Flood & Blood	Barb Casey	3 OR, WA	Member \$10 Non-Member \$20	
	8 – 11 am	Ethics	Doug Harness	3 CA, OR, WA	Member \$10 Non-Member \$20	
	1 - 3 pm	CLP – The Exceptional Manager	Tish Riley and Lauri Oakden-Binder	N/A	\$30 Includes Course workbook	
	1 – 4 pm	The Future of Everything Insurance	Doug Harness	3 CA, OR, WA	Member \$10 Non-Member \$20	
	4 – 5 pm	Making Your Memory Work for You	Mary Moore-Campagna	N/A	Member \$10 Non-Member \$20	
Total Amount Paid						

Payment Methods

Check w/copy of registration form made payable to “Regional Conference 2020”. **Mail to: Gail Novelich, 250 Persimmon Drive, Windsor, CA 95492. NOTE: A \$25 FEE WILL BE CHARGED FOR ALL RETURNED CHECKS.**

REFUND POLICY: No refunds or cancellations after 02/19/2020. To receive a full refund, the request must be in writing and received on or before 02/19/2020, allow three (3) weeks to process. Questions: Contact Sue Zeider at 805-443-2428, or IAIPRegionVII2020@gmail.com.

If taking the CLP course, we must receive your registration no later than February 21, 2019 to order and receive materials in time. Includes exam if working toward your CLP designation. Otherwise, you need not take the exam. Interested in learning more about IAIP? Go to <https://www.internationalinsuranceprofessionals.org/default.aspx>



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EDUCATION OPTIONS - MARCH 12

8 AM - FIRE, FLOOD & BLOOD - THE UNUSUAL AND UNEXPECTED

11 AM Instructor: Barb Casey, Kennedy Restoration 3 CE OR, WA

Property damage happens to everyone and this class is designed to help you navigate the processes for handling all sorts of damage, including the very unusual occurrences. You can't make this stuff up!

8 AM - ETHICS IN INSURANCE - SETTING THE BAR

11 AM Instructor: Doug Harness 3 CE OR, WA, CA

Every producer must take ethics training every renewal cycle. Is it effective? Aren't we either ethical or not ethical? So what is the reason why insurance professionals must endure ethics training? Could it be the slippery slope of ethical behavior or could there be another reason? You will have to attend this class to find out.

1 PM - CLP - THE EXCEPTIONAL MANAGER

3 PM Instructors: Tish Riley, CIIP, DAE, CLP & Lauri Oakden-Binder, RWCS, CRIS, CLP, CIIP

Study how to balance the qualities of an exceptional manager — self-awareness, consistency, humility and confidence — to increase employee engagement and satisfaction. This course is beneficial for those currently in or aspiring to any leadership role. Course fee includes the workbook.

1 PM - THE FUTURE OF EVERYTHING INSURANCE

4 PM Instructor: Doug Harness 3 CE. OR, WA, CA

Covers **Self-Driving Cars** - will the number of accidents be reduced, and jobs be lost, as we move forward with self-driving cars? **The Future of Auto Insurance** looks at the impact of self-driving cars and other factors. Insurance companies spend over \$6 billion a year on advertising and most of that is on auto insurance. Will this eventually go away?

Cybersecurity, besides the impact of stolen personal information, we will look at the potential for power grid disruption, dam breaches, and more. **Fortified Homes**, with the devastation caused by hurricanes, floods, fires, hail and tornadoes, there is a national campaign to offer more protection, and fortify homes, particularly in catastrophe-prone areas. **The Future of Insurance Distribution**, how many jobs will be affected as self-driving cars hit the roads, and fortified homes become commonplace? We'll discuss the value proposition of the professional insurance agent. You'll want to share this with your employer!

4 PM - MAKING YOUR MEMORY WORK FOR YOU

5 PM Instructor: Mary Moore-Campagna, CPCU, AIM, ARP, AAM, AAI, AIAF, AIS, CPIW

"Memories are made of this..."**, but the question is, what are they made of? How do they work? And —most important — how can you access them when you need them? Come and learn about the intricacies of how your memory functions and how you can keep it tuned up.

** with apologies to the Eurythmics.