

CONFERENCE SCHEDULE



SEPTEMBER 20-21, 2023

20 ... WEDNESDAY

9:00 A.M. - 10:30 A.M.

Past Chair Breakfast

Invite Only

Location: 9th Floor

10:45 A.M. - 11:00 A.M.

Annual Membership Meeting

Location: Summit Ballroom

11:00 A.M. - 12:00 P.M.

Session TBD

Location: TBD

12:15 P.M. - 1:30 P.M.

Lunch - Induction of PIIAC Board of Directors

Location: Summit Ballroom

1:45 P.M. - 2:45 P.M.

Breakout Sessions

Marketing in the Digital Age: How to Modernize Your Approach and Drive Results - Joseph Cox, IIABA
Location: TBD

Your Agency's Tech Stack - Steve Anderson, Catalyit
Location: TBD

10 Key Provisions of Carrier Contracts You Need to Know About - Ashley Gold, Schulman, LeRoy & Bennett, P.C.
Location: TBD

3:00 P.M. - 4:00 P.M.

Breakout Sessions

Taking Advantage of Free Marketing Resources from Trusted Choice - Joseph Cox, IIABA
Location: TBD

What's Next - Tech Trends - Steve Anderson, Catalyit
Location: TBD

3:00 P.M. - 4:00 P.M.
cont.

10 Key Provisions of Carrier Contracts You Need to Know About - Ashley Gold, Schulman, LeRoy & Bennett, P.C.
Location: TBD

4:15 P.M. - 5:15 P.M.

Breakout Sessions

Marketing in the Digital Age: How to Modernize Your Approach and Drive Results - Joseph Cox, IIABA
Location: TBD

Emerging Technology, Insurance Exposures and Agency E&O - Steve Anderson, Catalyit
Location: TBD

Minimize Risk on Your Website and Social Media - Ashley Gold, Schulman, LeRoy & Bennett, P.C.
Location: TBD

6:00 P.M. - 7:00 P.M.

Cocktail Reception

Location: Summit Ballroom

7:00 P.M. - 8:30 P.M.

Dinner

Location: Summit Ballroom

CONFERENCE SCHEDULE



SEPTEMBER 20-21, 2023

21 ... THURSDAY

8:30 A.M. - 9:15A.M.

Breakfast

Location: Summit Ballroom

9:30 A.M. - 10:30 A.M.

Keynote Speaker -

Powerful Everyday
Opportunities to Persuade -
Brian Ahearn, Influence PEOPLE

Location: Summit Ballroom

10:45 A.M. - 12:00 P.M.

State of the Industry -

Andrew Katz - MarshBerry

Location: Summit Ballroom

12:00 P.M. - 1:15 P.M.

Lunch with CO Insurance Commissioner - Mike Conway

Location: Summit Ballroom

1:30 P.M. - 2:30 P.M.

Breakout Sessions

Documenting Employment Actions -
Timea Kennedy, BBSI

Location: TBD

Rethinking Virtual Assistants
- Carey Wallace, Agency Focus

Location: TBD

Mergers & Acquisitions: Trends in
Insurance Distribution - Mike
Strakhov, Live Oak Bank

Location: TBD

2:45 P.M. - 3:45 P.M.

Breakout Sessions

Build Your Talent Bench with
Succession Planning and Leadership
Development - Audrey Sevalt, BBSI

Location: TBD

Driving Agency Value through
Innovation, Data and Planning for
Perpetuation - Carey Wallace,
Agency Focus

Location: TBD

2:45 P.M. - 3:45 P.M.
cont.

Mergers & Acquisitions:
Trends in Insurance
Distribution - Mike
Strakhov, Live Oak Bank
Location: TBD

4:00 P.M. - 5:00 P.M.

Getting and Keeping Your
Employees on a Path to
Success: Career Development
- Sarah Jorgensen, BBSI
Location: TBD

How to Create a Profitable
Agency and Understand
Your Financials - Carey
Wallace, Agency Focus

Location: TBD

TOPIC TBD

6:00 P.M. - 7:00 P.M.

Cocktail Reception

Location: Summit Ballroom

7:00 P.M. - 9:00 P.M.

Annual Dinner - Industry Awards

Speaker - Charles Symington -
CEO of Big "I"

Location: Summit Ballroom