



2011 POST- CONVENTION PROFAX



GREAT CONVENTION! : The 20th Annual Joint IIABA/PIA Convention is over and from all indications it was a great success with 283 company and agency personnel in attendance including 16 “first-timers”. Many door prizes were given away, 6 college scholarships were drawn, 11 items were raffled off on a card raffle, the \$1,000 Grand Prize winner was Carla Pederson from Grand Forks, and the first-timer prize went to Mary Ellen Scholand of Devils Lake. We also had PIA National President Fred Thomas and IIABA Chairman J. Michael Miley join us for the entire convention and speak at the noon luncheons. Insurance Commissioner Adam Hamm joined us again for the banquet on Monday and Breakfast with the Commissioner on Tuesday and Larry Maslowski was honored for his 34 years of service to the insurance industry. You could say that this convention “set the place on fire” as our entertainment accidentally set off the hotel fire alarms and we had a visit from the Bismarck Fire Dept.!

DOUG PETERSEN NAMED “AGENT OF THE YEAR”: Doug Petersen of Citizens Insurance Agency in Finley was selected as the 2011 Agent of the Year for professionalism, performance, service, and commitment as a main street independent insurance agent. Doug has been on the board of directors for PIA of North Dakota since 2006 and is beginning his term as President-Elect of the association. Doug was surprised and thankful for the award and gave credit to his family, his staff at the agency, and his fellow board members of PIA for being instrumental in his winning the award. Congratulations Doug on a well-deserved honor!

“2011 COMPANY PERSON OF THE YEAR”: Chris Karppinen, North Central Region Marketing Representative for Auto-Owners Insurance was named the 2011 Company Person of the Year. Chris has been at Auto-Owners since 2003 where he started out in the claims dept., moved to underwriting in 2006, and changed to his current position as marketing representative in May of 2009. Some of the comments from agents that know Chris included: “Goes the extra mile to make sure that my agency business is just as important as larger agencies.” “Visits our agency on a regular basis and calls between visits in case we need any assistance.” “Has been a very important part of making my job easier to write business with the company.” And “Has a terrific future in this industry!” Congratulations Chris on being recognized for doing such a great job!

SCHOLARSHIP WINNERS: Each year the family of Dennis Christofferson presents a \$500 memorial scholarship at convention to a high school senior or college student child of a PIA or IIABA member. This year’s winner was Brody Hjelmstad, son of Jon Hjelmstad from Hjelmstad Insurance in Thompson. The 1752 Club also presented four \$800 scholarships to children of agents at convention. The agent winners were Jennifer Otteson of Cornerstone Ag Services in Buxton, Chuck Keller of McHenry Insurance in Towner, Gene Rode of Dickey-Marion Insurance Agency in Marion, and Tim Hermanson of Manger Insurance in Williston. PIA of ND gave away one \$1000 scholarship to a child or grandchild of a 1752 club member and that winner was Melanie Purdy, daughter of Rolf Purdy from North Star Mutual.

BREAKOUTS AND ENTERTAINMENT WELL RECEIVED: This year’s convention had a wide variety of breakout sessions with the potential to obtain 7 hours of CE credit throughout the convention. There were sessions on water damage restoration, crop insurance, certificates of insurance, loss control tactics, farm issues, and annuity features/benefits that provided information to be brought back to your agency or company. We also had keynote speaker Terry Fleck, the Attitude Doctor, who received rave reviews and most in attendance wished he would have kept going for longer than the hour that he was allotted! The Sunday Night Social was a hit once again with the annual Companies’ Appreciation Night and entertainment by Kent’s group, Alkali Flats, from 8:30pm to midnight. Monday night featured juggler/comedian Tuey Wilson who was excellent and got many people in the audience to help with his show including Insurance Commissioner Adam Hamm. For those who didn’t attend just envision a cowboy hat, seven spinning balls, and a rotating stand all set to the “Raiders of the Lost Ark” theme – priceless!

**MAKE PLANS NOW TO ATTEND THE 21st ANNUAL JOINT CONVENTION
TO BE HELD MAY 6-8, 2011 AT THE RAMKOTA HOTEL IN BISMARCK!!!**