



2010 POST- CONVENTION PROFAX



GREAT CONVENTION! : The 19th Annual Joint IIABA/PIA Convention is over and from all indications it was a great success with 289 company and agency personnel in attendance including 17 “first-timers”. Many door prizes were given away, 7 college scholarships were drawn, 10 items were raffled off on a card raffle, the \$1,000 Grand Prize winner was Michelle Flath from Bowman, and the first-timer prize went to Jeff Mostad of Langdon. We also had PIA National President Jon Spalding and IIABA Chairman J. David Daniel join us for the entire convention, speak at the noon luncheons, as well as provide an educational breakout session. Insurance Commissioner Adam Hamm also joined us for the banquet on Monday, Breakfast with the Commissioner on Tuesday, and decided to stay around for the Finale Luncheon.

JEFF SCHNEIDER NAMED “AGENT OF THE YEAR”: Jeff Schneider of TR Waind Agency in Langdon was selected as the 2010 Agent of the Year for professionalism, performance, service, and commitment as a main street independent insurance agent. Jeff has been on the board of directors for PIA of North Dakota since 2004 and just finished his term as President of the association. Jeff gave credit to his wife, his staff at the agency, Tom Waind for giving him his start in the business, and his colleagues at PIA for being instrumental in his winning the award. Congratulations Jeff on a well-deserved honor!

“2010 COMPANY PERSON OF THE YEAR”: Linda Cole, Sr. Farm Underwriter for North Star Mutual was named the 2010 Company Person of the Year. Linda has been at North Star since 1986 where she started out in the mailroom and has worked her way up the ladder. Some of the comments from agents that know Linda included: “Linda is always looking at ways to write new business and is very helpful.” “Always willing to discuss options to help write an account and to look at accounts that may have had loss problems, but are willing to take measures to mitigate future losses.” “Linda is prompt, friendly, intelligent, and precise.” And probably the comment that sums up Linda the most “She’s great”! Congratulations Linda on an award that was long overdue!

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 Kayla Artz, daughter of Jim and Kelly Artz from Artz Insurance in Westhope. The 1752 Club also presented four \$500 scholarships and a \$700 scholarship to children of agents at convention. The agent winners were Denise Johnson of Brad Johnson Insurance in Crosby, Chuck Keller of McHenry Insurance in Towner, Jeff Hamre of Tri-County Insurance in Enderlin, Laurie Uran of BBH Insurance in New Town, and Diane Huber of Union Insurance in Hazen. PIA of ND gave away one \$1000 to a child or grandchild of a 1752 club member and that winner was Linda Huelsman of McLean McHenry Mutual.

BREAKOUTS AND ENTERTAINMENT WELL RECEIVED: This year’s convention had a wide variety of breakout sessions with the potential to obtain 9 hours of CE credit throughout the convention. There were sessions on fire damage restoration, crop insurance, Long Term Care, personal auto, insurance fraud, E & O loss prevention, cyber liability, and social media strategies that could be brought back to your agency or company. Excellent breakout sessions are just another reason that agents continue to come to convention year after year. We also had more entertainment options than ever with Java Jive Jazz during the Sunday night social followed by Kent’s group, Alkali Flats, from 10pm to midnight. Monday night featured comedian Charles Marshall who was very funny and did his best to pick on as many audience members as possible during his act. The night concluded with dancing and karaoke provided by DJ Jesse Flath.

MAKE PLANS NOW TO ATTEND THE 20TH ANNUAL JOINT CONVENTION TO BE HELD MAY 1-3, 2011 AT THE RAMKOTA HOTEL IN BISMARCK!!!