

BIG I

CONNECTICUT
MID-YEAR
CONVENTION

TUESDAY NOVEMBER 9, 2021
AQUA TURF, PLANTSVILLE, CT

CYBER,
INSURANCE
INNOVATION,
AND MORE

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WELCOME

It's great to see you again! Big I CT welcomes you back to the Mid-Year Convention. Today is all about you, your agency, and your customers.

We are going BIG with this year's convention:

- **Dynamic speakers** to protect your agency, grow your book of business, and prep you for finding that next great team member. Real-life examples and tangible tips to help you earn 3 LRE CE credits.
- **Great mix** of new and favorite insurance partners to strengthen your agency operations and customer experience. Our exhibitors and sponsors are supportive of all you do.
- **You.** We are excited to have you here. A break during Learn & Earn to stretch your legs. A chance to win Apple AirPods. Enjoy a drink and catch up with friends in the exhibit hall.

We're also celebrating 15-year-old Stephen from Bristol and sharing how you, as Trusted Choice agents, granted his Wish.

There are new faces to meet. Big I CT President Lisa Lounsbury and our leadership team want to chat with you and thank you for being a member.

Stop by and say hello to our exhibitors to win prizes and cash. This is the Mid-Year Convention after all.

Insurance is a people industry, and we get to work with the best. Take time to meet someone new today. You have that opportunity because you're here.

Together, we are Big I CT.

Thank you,



Melissa Gatto
Chair
Big I CT

INFORMATION

HEALTH & SAFETY

Your health and safety are important to us. We are following CDC guidelines at the Mid-Year Convention. If you're not vaccinated, you must wear a mask. If you are vaccinated, a mask is optional.

NAME BADGES

Your name badge serves as your admission pass to the exhibit hall, Learn & Earn, and lunch. Please wear it at all times.

CASH PRIZES

All **member agents** received a \$500 Grand Prize ticket at registration. Visit each exhibit booth to learn about their great services and get your ticket punched. After visiting all of the exhibitors, drop your ticket into the **ticket box located on the registration desk**. The winning name will be drawn after lunch. Must be present to win.

CE CREDITS

Learn & Earn is approved for 3 LRE CE credits (*LRE 116363*). There will be a 15-minute break. To receive CE, you must sign in at the start of Learn & Earn and after the break. If you do not sign in twice, you will not receive CE credit. You are required to remain in the room during the entire instruction period in order to receive credit.

We're raffling off Apple AirPods, compliments of Armadillo, immediately after the break. Must be present to win.

CE certificates will be emailed after the convention.

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PROGRAM

7:45 AM - 9:00 AM

Registration & Coffee
Exhibit Hall Open

\$100 Door Prize – drawn every 15 minutes

9:00 AM - 12:15 PM

Learn & Earn

3 CE Credits (LRE 116363)

There will be one 15 minute break. You must attend the entire program to earn CE.

Update on Regulatory & Legislative Issues

Josh Hershman, Deputy Commissioner, Connecticut Insurance Department

Cybersecurity: Cyber Policies 101

John Grise, Senior Vice President, Amwins Brokerage

The Insurance & Insurtech Capital of the World: Connecticut, USA

Susan Winkler, Vice President & Executive Director, CT Insurance and Financial Services

Agency Operations Checklist: A CSR's Guide to Cross-Selling and Account Rounding

Dr. Billy Williams, President, Williams Family Investment Group

Apple AirPods Prize – drawn after the break & must be present to win

12:15 PM – 1:15 PM

Exhibit Hall Open

1:15 PM – 2:00 PM

Lunch

Special Guest Big I National Chair Bob Fee

Make-A-Wish Presentation

\$500 GRAND PRIZE

Drawn after lunch & must be present to win

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EXHIBITORS

**Innovative solutions.
Cool tech tools.
New ways to do business.**

Our exhibitors are ready to help you and
your agency succeed.

Please refer to the floor plan for exhibit booth numbers
and locations.

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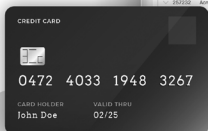


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Contact

Brian Bixby, CIC, AAI, CRM, ACSR
860-563-6510
bbixby@bigict.org

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Contact

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Contact

Rose Mullaly
860-563-1950, x243
rmullaly@bigict.org

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PROGRAMS

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Maximize your business opportunities and grow your relationships with Big I CT's member agencies. The Partner in Progress corporate sponsorship program connects you with agents in-person at all Big I CT events (golf, Mid-year Convention), on our social channels, and at BigICT.org.

Show your support of CT's Independent Agents with a 2022 Partner in Progress sponsorship.

Contact

Allison Just

315-432-4249

ajust@bigict.org

ASSOCIATE MEMBERSHIP

Be a part of Big I CT with an Associate Membership. Businesses directly engaged in the insurance industry (*other than independent P&C agencies*) are eligible.

Benefits include member pricing, recognition as an Associate Member, and more.

Contact

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Created exclusively for Big “I” members, Trusted Choice® helps consumers understand the value that an independent agent offers. It is a brand that is designed to highlight the strengths of independent insurance agents: Choice, Customization, and Advocacy.

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Big I CT's Education Department has education and training for every person in your agency.

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