



2021 SPONSORSHIP OPPORTUNITIES

NEW

Invest in the Association that invest in YOU

Partner Sponsorship Includes Convention

One donation provides
support all year long!

Platinum
Gold
Bronze

Advertisements
A la Carte Items

Various sponsorship
options available

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Fax: 888-403-0935
Email:
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www.iamic.org
P.O. Box 116
Ohlman, IL 62076

By being a Strategic Partner with IAMIC, you can INVEST in your future as well as the future of our Mutual Industry. When we all work TOGETHER, we can BUILD a stronger industry and open OPPORTUNITIES for growth and expansion. Your sponsorship will help you ENHANCE and BUILD your company's recognition within the Mutuals while we EDUCATE members. We will SHARE information and PROMOTE your company through...

- Web Sponsorship
- Event Sponsorship
- Printed Correspondence Recognition

As a member of the Mutual Industry family, when you advertise in the *LAUTUM NEWS*, we will...

BUILD recognition and familiarity of your company
PROMOTE your products/services in a cost-effective manner

REACH the decision-makers of Illinois Farm Mutuals
REINFORCE your commitment to the Farm Mutual Industry
ACHIEVE maximum exposure within the Farm Mutual Industry

SPONSORSHIP for IAMIC events help us keep registration fees for seminars low and allows us to secure top notch speakers

Thanks for supporting our Association

CLAIMS

Webinars

February 3 **Claims Appraisal Process**

Sometimes the policyholder disagrees with the insurance company's valuation of the claim. One policy provision in our loss settlement section is called the Appraisal process. This course will walk us through the steps required and help us understand the process. Our expert will share his experiences and help us understand its advantages and disadvantages.

February 10 **CAT Claims -- Sharing the Tricks of the Trade**

What do you do when a Catastrophic storm hits your company? Being prepared will help make this incredibly time-consuming issue run much smoother. Gather ideas from the experts -- those that have actually been affected and lived to tell about it! Our panel will share their tricks of the trade that made the process bearable. Who knew the term "Derecho" before August 10, 2020? Now we know the damage that it can bring with it and our panel will share photos and experiences - you won't want to miss this one!

February 17 **Adjusting in the COVID World**

You just got a claim for interior damage on a property -- how can you properly document the claim, investigate thoroughly, and still protect yourself? Is insurance fraud claims escalating both from the insured as well as the contractor as the economy suffers? Insureds are requesting different ways to receive payments so they don't handle checks, is your Mutual prepared or capable? So many questions that this pandemic has brought to the world and we will answer as many as we can!

February 24 **Changing weather trends - the Good, the Bad, the Ugly**

Weather trends can show us areas of concern that can help us plan for the future. State climatologist Dr. James Angel will share his data and provide us with predictions that could directly affect our mutual. Looking at your claims history can show you valuable information and help you rate your risk. Unfortunately, we've seen the hundred-year storm, more than once recently. Has your mutual reviewed the risk of all the areas you insure and will you be ready?


 DIRECTORS COURSES

Webinars

March 3 **Understanding Your State Report**

Each farm mutual submits a report to the Department of Insurance that provides a clear picture of the company finances. This session will focus on understanding statutory financial statements, including what regulators look at from a performance and solvency standpoint. Trish will go through a balance sheet and income statement; discuss performance indicators over time; and provide some basic analysis and ratios widely used by the industry. We will also focus on the impact of growth on the financial statements.

March 17 **Farm Mutual Director Certifications**

We will host TWO FMDC programs for the directors of our mutuals to participate in. This will be held over the mid-day to enable you to bring you directors together to share ideas and knowledge while in the safety of your board room. Kevin Kinross is the presenter for both of these and a favorite of IL directors!


FARM INSPECTION SCHOOL

IN PERSON

NEW this year — IAMIC is taking members to an operating farm where we will have hands on examples of underwriting scenarios and inspections. Join us as review the different types of farm buildings, bids, augers, and add-ons we could find on the farm. This Onsite inspection will cover many areas of expertise. We will need Breakfast, AM Break, and PM Break Sponsors for this event.

UNDERWRITING SEMINAR

IN PERSON

This event will be held the day after the farm inspection and we will carry over the review process. Roundtables are always a hit with this group and we will allow everyone a chance to discuss their questions. We will need Breakfast, AM Break, and PM Break Sponsors for this event.

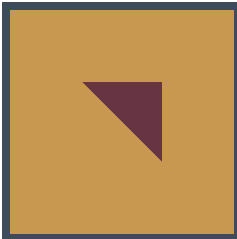
CONVENTION

IN PERSON

As we get closer to convention and secure our courses, any sponsor will have first choice (which is determined by the date of payment on the sponsorship). Sponsorship will include Events, FMDC Programs, Educational Courses, Meals, Host Bars as well as Entertainment. Committing your sponsorship dollars now will enable you first rights when our schedule is completed.

SPONSORSHIP FOR ALL IAMIC EVENTS HELP SECURE OUR ASSOCIATIONS FUTURE

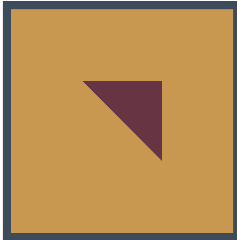
THANK YOU



BRONZE LEVEL

\$3,500
ANNUAL SPONSORSHIP

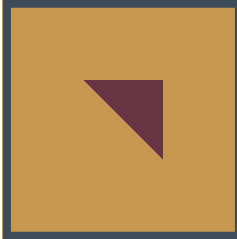
- Be a morning *OR* afternoon **BREAK** sponsor at Farm Inspection School, Underwriting *and* One Day of Convention
 - **One** Month of Web Advertising (*our choice)
 - Half Page Ad in the LAUTUM news and Convention Program
 - Special Recognition in our LAUTUM “Exclusive Sponsors” page
 - **SHARED** Banner Recognition (digital and print)
 - Chairman Recognition at the Annual Business Meeting
- \$ 4,325 VALUE**
- PLUS: Contribute to Convention Registration Bags - company item and/or materials you provide



GOLD LEVEL

\$5,500
ANNUAL SPONSORSHIP

- Gold **ONLY** Lunch sponsor at Farm Inspection School, Underwriting *and* Annual Business Meeting
 - **ONE** Months of Web Advertising with Link to your website (*your choice of month subject to availability)
 - Full Page Ad in the LAUTUM news & Convention Program
 - Special Recognition in our LAUTUM “Exclusive Sponsors” page
 - **INDIVIDUAL** Banner Recognition (digital and print)
 - Chairman Recognition at the Annual Business Meeting
 - Webinar Digital Recognition on Registrations and all correspondence of event **\$ 8,625 VALUE**
- PLUS: Contribute to Convention Registration Bags - company item and/or materials you provide



PLATINUM LEVEL

\$7,500
ANNUAL SPONSORSHIP

- Platinum Level **ONLY EVENT** sponsor at Farm Inspection School, Underwriting *and* Annual Business Meeting
 - **Exclusive** Sponsorship for either Membership Directory, Convention Registration Bags, Badge Holders, Face Mask, Transportation for Farm School, Convention Key Note Speaker, or Financial Analysis
 - Full Page Ad in the LAUTUM news & Convention Program
 - Special Recognition in our LAUTUM “Exclusive Sponsors” page
 - Banner Recognition with Logo in Digital and/or print
 - 12 months of Front Page Website Rotating Banner
 - Chairman Recognition at Annual Business Meeting
- \$26,475 Value**
- PLUS: Contribute to Convention Registration Bags - company item and/or materials you provide



LAUTUM NEWS and/or Convention Program Ads

#1

Total #1
\$ _____

The LAUTUM News reaches 800+ individuals in our industry. LAUTUM advertising contracts include both issues for 2021 (Spring & Fall). Ad size must remain the same but ad content may be changed ** artwork must be submitted by April 1st ** Convention Ads are in COLOR and must be submitted by August 1st

- | | | | |
|---|---------|-------------|--|
| <input type="checkbox"/> The Lautum News | Members | Non-Members | <input type="checkbox"/> Convention Program Color |
| <input type="checkbox"/> Full Page (7" w x 9" h) B/W | \$500 | \$700 | <input type="checkbox"/> Full Page (3.5" X 8") \$175 |
| <input type="checkbox"/> Half Page (7" w x 4.25" h) B/W | \$350 | \$500 | <input type="checkbox"/> Half Page (3.5" x 4") \$125 |
| <input type="checkbox"/> One Third (5" w x 4.25" h) B/W | \$300 | \$400 | <input type="checkbox"/> Qtr Page (3.5" X 2") \$100 |

Total #2
\$ _____

- Web Advertising...Select one** **\$ 500 (\$ 750 Non Members) #2**
- Rotating Web Banners (Front Page)** **\$1,000 (\$1,500 Non members)**
- January February March April May June
 July August September October November December
- With your logo and message, we will provide a link to your website on the IAMIC website. Bronze, Gold & Platinum sponsors have first choice. All months are assigned based on first payment received.

Total #3
\$ _____

A La Carte

Mark an X through the box you would like to sponsor. Make note of the substantial discounts when you sponsor the entire category!

Assignments for the category selections will be determined based upon the date of payment for your events. (Specific courses, meals, host bars, and entertainment will be identified as we get closer to the event).

*Any event that is cancelled you can request 100% refund. Contact Jackie if you would like a refund or payment will be considered donation.

	Event	Breakfast	AM Break	Lunch	PM Break
Farm Inspection	Exclusive to PLATINUM	\$350	\$500	Exclusive to GOLD	\$350
Underwriting					
Claims Webinar	Feb 3 \$250	Feb 10 \$250	Feb 17 \$250	Feb 24 \$250	All \$ 900
Directors Webinar	March 3 \$250	March 17 (two) \$500			
Convention					
Events (each)	One \$500	Two \$500	Three \$500	Four \$500	ALL \$1800
FMDC Class (each)	One \$500	Two \$500			
Annual Business	Exclusive to PLATINUM			Exclusive to GOLD	
Education	One \$350	Two \$350	Three \$350	Four \$350	ALL \$ 1260
Meals	One \$500	Two \$500	Three \$500	Four \$500	ALL \$ 1800
Beverages	One \$1000	Two \$1000			
Entertainment	One \$1000	Two \$1000			

Total #4
\$ _____

- Bronze Level (Annual Contribution) \$3,500 #4**

Total #5
\$ _____

- Gold Level (Annual Contribution) \$5,500 #5**

Total #6
\$ _____

- Platinum Level (Annual Contribution) \$7,500 #6**
(Pick one—priority is determined upon receipt of payment)
- Membership Directory Badge Holders Face Mask Convention Registration Bags
 Transportation/Farm School Financial Analysis Convention Key Note Speaker

Total #7
\$ _____
THANK YOU

- Friend of IAMIC \$100 #7**

This donation will help will all overhead cost

