

THE *Feeling* is Mutual



IAMIC

Illinois Association of Mutual
Insurance Companies

IAMIC 140th Annual Convention & Trade Show
August 23 - 25, 2021

Embassy Suites Hotel & Riverfront Conference Center
East Peoria, Illinois



2021 Schedule

— **NEW Start Date this Year!** —
SPEND THE WEEKEND WITH YOUR FAMILY
AND JOIN US ON MONDAY THIS YEAR!

MONDAY, AUGUST 23, 2021

- 8:00 **GOLF IS BACK!** —Registration at 8:00; Tee Time at 9:00
- 10:00 **Sporting Clays**—Registration at 10:00; Competition at 10:30
- 12:00 – 4:00 **Trade Show Set-up**
- 1:00 – 5:00 **Registration**
- 4:00 – 6:00 **Grinnell Hospitality Event on the Patio**
- 6:00 – 9:00 **“Murder Mystery Dinner” GANGSTER dress**

TUESDAY, AUGUST 24, 2021

- 7:00 – 9:00 **Registration**
- 7:00 – 4:30 **TRADE SHOW**
- 7:00 – 8:00 **Prayer Memorial**
- 8:00 – 9:30 **OPENING GENERAL SESSION** NEW Start Time



Featuring Guest Speaker: **Scott Friedman**
“Celebrate! Lessons Learned from the World’s Most Admired Organizations”



Scott Friedman

Scott’s message will help create happier, more engaged employees and customers. With lighthearted humor, engaging interaction, and the latest relevant research and examples, Scott illustrates how to create a culture of innovation and celebration. Discovering how turning on your “GPS”—Gratitude, Play and Surprise—will guide you toward increased productivity, better team performance and more loyal, connected employees and customers.

- 9:30 – 10:00 **Trade Show / Refreshment Break**
- 10:00 – 11:45 **Industry Updates/Business Meeting**



Business Meeting — Delegates need to sit in reserved section for voting issues.

- Awards & Recognitions**
 - Honor Past Chairs
 - Presentation of Company Achievement

Award; Fire Department of the Year Award; Lautum Award; and Volunteer of the Year Award

NAMIC Updates

NAMIC Chairman, *Robert Zak* will bring industry news from around the U.S. Learning from others is what helps our industry maintain financial security. In addition, we will focus on the legislation that could affect our membership.

Ceremony Swearing in New IAMIC Officers

Chuck Chamness, NAMIC President

IAMIC Updates

Speaker: *Evan Manning, IAMIC Lobbyist*
One of IAMIC’s missions is to provide advocacy to its members and this year has been filled with many opportunities. Join us for a quick summary of what has been happening in the Illinois legislative agenda this year and how it has helped your organization.

- 11:45 – 12:30 **Lunch**
- 12:30 – 1:00 **Trade Show/Desserts**



- 1:00 – 3:00 **Auxiliary Chat Session**
It’s been almost two years since you have seen each other and this year we wanted to provide you an opportunity to catch up with your peers in a relaxing atmosphere over your favorite soda or glass of wine.

- 1:00 – 2:30 **Arsonist and the ATF Agent — Part 1**
This presentation features “Kenneth,” a Federally convicted arsonist, who was





2021 Schedule

involved in a large, complex, arson-for-profit scheme, that ultimately culminated in over 40 defendants pleading guilty. With over 70 fires that were set for the sole purpose of illegally collecting insurance proceeds, only two of them ever classified as “Incendiary” by public and or private origin and cause investigators. Mike Vergon was an ATF Special Agent for nearly 24 years. Mike will share his “lessons learned” during the course of this two-and-a-half year-long investigation. Highlights will include a brief analysis of interaction with insurance industry representatives and content of insurance files origin and cause investigation issues, proper and thorough interviewing, and selection of experts — this is a MUST SEE course!

- 2:30 – 3:00 Trade Show/Break
- 3:00 – 4:30 Arsonist and the ATF Agent — Part 2
- 5:30 – 10:00 Peoria Chiefs: Cookout and Game
 - 5:30 – 6:30: Board Buses to the Game
 - 6:30: BBQ opens
 - 7:30: 50/50 Drawing for Tunnel to Towers Foundation
 - 9:00 – 10:00 Return Buses to Embassy Suites at conclusion of game.

WEDNESDAY, AUGUST 25, 2021

- 7:00 – 8:30 Fun Run — Tunnel to Towers Foundation
(Registration at 7:00/ Photo at 7:15
Event begins at 7:30)



Concurrent Sessions

- 9:00 – 12:00 Auxiliary On Their Own
 - 9:00 – 12:00 Ethics Boot Camp
Speaker: *Todd Davis, CIC, CISR*
- Regardless what role you play in your company, ethics will effect your job in one



manner or another. Todd is an expert of putting today's situational events into his program to help you identify and comprehend current issues in Ethics. Becoming competent and humane professionals who use comprehensive and coherent judgments about daily living will help us make better choices at work.

9:00 – 10:00 **FMDC (Farm Mutual Director Certification)**



Directors & Officers Liability Management Modul — Elective
Speaker: *Chris Kesphol, President, Missouri Association of Mutual Insurance Companies*

During this hour we will discuss the liability exposures to a board of directors while discussing risk control strategies. A review of the legal responsibilities including special situations such as a mergers and joint ventures will help you make more informed choices in the future. Knowing some common risk including breach of fiduciary duty or failure to comply with workplace laws are a examples that can threaten a claim.

10:00 – 10:30 Break

10:30 – 12:00 **FMDC (Farm Mutual Director Certification)**



Enterprise Risk Management and Evaluating Company Growth
Management Module — Core
Speaker: *Chris Kesphol, President Missouri Association of Mutual Insurance Companies*

This course will provide a high-level focus on the board's role in management risk and evaluating growth. We will define how enterprise risk management affects your companies health and success. Knowing what role the board plays in this process and how to identify your exposure. Join us as we review the balance of business in your risk concentration areas and how to monitor key ratios.

12:00 Lunch — TO GO

IAMIC ends this year's Convention with "Lunch To Go" for those who need to get on the road. Be sure to exchange contact information and stay in touch... networking is the key to gathering ideas and real-time experience from your peers.

Convention Adjourns



Important Details

Registration — Save \$\$ — Register Online — Easy Process

Visit www.iamic.org. Click on 2021 Convention > Register HERE. Sign up as many members as you would like. Be sure to answer the questions for each attendee to help us obtain accurate head counts for meals and activities please.

Finish > Pay by check – mail IAMIC a check (Preferred method to save on processing cost). Credit card is accepted ONLINE only.

	On or Before August 1	ONLINE SPECIAL	After August 1	ONLINE After August 4
FULL Registration				
IAMIC Members	\$275	\$250	\$325	\$300
Non-Members	\$425	\$400	\$475	\$450
All Access Virtual*	\$275	\$250	\$325	\$300

**Must have 25 virtual attendees registered by August 1 or we will cancel the virtual access and FULL refunds will be issued.*

One Day Registration

ONE DAY ONLY IAMIC Members	\$175	\$150	\$225
ONE DAY ONLY Non-Members	\$275	\$250	\$325

Registration includes admittance to the Murder Mystery Dinner and entertainment; meal at the Peoria Chief's game; Trade Show; General Sessions; Education Sessions for Agents, Directors, and Staff, as well as the Annual Business Meeting/Industry Updates. Also included is all Refreshment Breaks, not to mention the great networking that goes on during the Convention. Please make plans to join us for this fantastic event but **remember to book your room at the Embassy Suites in East Peoria by August 6th** to get the reduced rate.

Accommodations

Important Information: When we contract with a hotel for a conference, the hotel relies upon the revenue that is generated by food and beverage, meeting room and guestroom sales. When our group sales fall below the contract obligations, we are penalized. This penalty, which can be quite substantial, can be avoided. By booking your guestroom at the host hotel, you will receive a beautiful, specially priced guestroom room AND you will help us to live up to our contractual commitment and keep future program fees in line.

To reserve a guest room for the convention, please contact the hotel directly, making sure to mention IAMIC to receive the special group room rate of \$139. Please keep in mind that any rooms not reserved by the cut-off date, August 6, 2021, will be released to the public and will be available on a space-available basis only and may not be at the special room rate.

Group Block ID: "ICC" not Illinois Association of Mutual Insurance Companies.

Embassy Suites Hotel & Riverfront Conference Center

100 Conference Center Drive

East Peoria, IL 61602

Reservations 1.309.694.0200 or register online

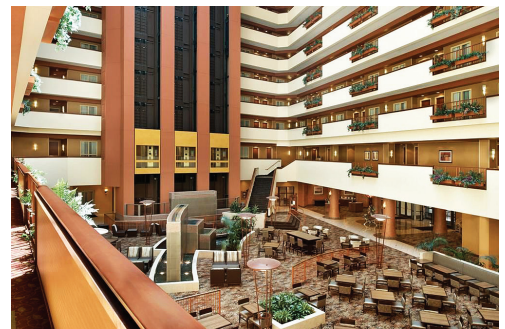
\$139 IAMIC rate – please mention the association to get the discounted rate.

Parking: Free

Check In: 3:00 p.m. **Check Out** at 12:00 noon

Room Release Date: August 6, 2021

Directions: Visit <https://www.hilton.com/en/hotels/piaeses-embassy-suites-east-peoria-riverfront-hotel-and-conference-center/>





Important Details

Featured Performers

Opening General Session: Scott Friedman

Scott's message will help create happier, more engaged employees and customers. With lighthearted humor, engaging interaction, and the latest relevant research and examples, Scott illustrates how to create a culture of innovation and celebration. Discovering how turning on your "GPS"—Gratitude, Play and Surprise—will guide you toward increased productivity, better team performance and more loyal, connected employees and customers.



Auxiliary Program

It's been almost two years since you have seen each other and this year we wanted to provide you an opportunity to catch up with your peers in a relaxing atmosphere over your favorite soda or glass of wine.

Annual Business Meeting/ Industry Luncheon

In addition to board nominations, by-laws considerations if any, financial reports and committee and Chairman-Elect reports, this year's Annual Business Meeting, scheduled for Tuesday, August 24, 2021 at 10:00 a.m. will also include the Award ceremony for Company Achievement, Fire Department of the Year and Volunteer of the Year. Our special guest speakers will be NAMIC Chairman Robert Zak and IAMIC Lobbyist Evan Manning.

Sponsorship

Companies that can assist in defraying some of the costs of the convention are currently being sought. A sponsorship brochure was mailed to each company. Any company or individual able to donate to help in sponsoring the programs would be greatly appreciated. If you or your companies are interested in donating, please contact the IAMIC office at 217-563-8300. Sponsorships must be made by **August 1** to be recognized in the program booklet which is given to all attendees.

See Page 11 for a list of sponsorship opportunities that are still available!

What to Wear

Casual Attire/IAMIC Polo: Golf Outing, Sporting Clays
Gangster Attire: our Murder Mystery Dinner is 1920 mafia wedding theme, join us in dressing like a Gangster!
Business Casual Attire: General & Education Sessions

Prayer Memorial

We will hold our memorial prayer service on Tuesday Morning. Plan to join us in fellowship as we gather to pay our respects and remember friends and colleagues whom we have lost in the past year. Our charity this year will be the Tunnel to Towers Foundation. Please join us by making a donation.

Trade Show

The Trade Show will be open Tuesday, August 24. We will serve complimentary refreshments and will have a sitting area available for you to visit with friends and colleagues. Our vendors offer many services that can help your Mutual and developing relationships with them now is key! Take advantage of this opportunity to find out more about their products and services.



Continuing Education

We have applied to the Illinois Division of Insurance for **Six** hours of continuing education credit for Tuesday August 24; and **Two** CE hours for Wednesday, August 25. (3 CE Ethics credits are offered at convention.)





Convention Registration

CHOOSE ONLY 1

Please print or type the information below. **To ensure an accurate count for our programs, please mark all events that you plan to attend. Please note that full registration includes all items NOT marked with an asterisk.**

Voting Delegate for your Mutual (NAME) _____

Any **FIRST TIME** attendees? (NAMES) _____

Anyone interested in **VOLUNTEERING** to help? (NAMES) _____

ATTENDEE NAMES

	Murder Mystery Dinner	Annual Business Meeting & Industry Update	Auxiliary	FUN RUN Benefit (see page 8)	Night at the Ball Game	Tuesday Education Session – Arsonist and the ATF Agent	Wednesday Education Session – Ethics	Wednesday Education Session – FMDC: D & O	Wednesday Education Session – FMDC: Risk Management	Closing Luncheon Wednesday

>>> **Don't forget to sign up for Golf, Sporting Clays and/or Fun Run on the separate form provided on page 8** <<<<

Company Name _____ Phone _____

Main Contact Name _____ Email _____

NON-MEMBERS ONLY:

Address _____

City/State/Zip _____

Phone _____ E-mail _____

Please indicate any special dietary or accessibility needs:

Name(s): _____

Dietary/Accessibility Need(s): _____



Convention Registration

Full Registration

(Includes Auxiliary)

	Total Number of Registrations	Amount Due
IAMIC Members (\$275 thru Aug. 1; \$325 after Aug. 1)	X _____ = \$ _____	
Non-Member (\$425 thru Aug. 1; \$475 after Aug. 1)	X _____ = \$ _____	
VIRTUAL ALL ACCESS (\$275 thru Aug. 1; \$325 after Aug. 1)	X _____ = \$ _____	

IAMIC Members ONE day only

ONE DAY ONLY (\$175 thru Aug. 1; \$225 after Aug. 1)	X _____ = \$ _____
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Non-Members ONE day only

ONE DAY ONLY (\$275 thru Aug. 1; \$325 after Aug. 1)	X _____ = \$ _____
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Additional Tickets

Murder Mystery Dinner (extra)	\$50	X _____ = \$ _____	Name _____
Ball Game (extra)	\$50	X _____ = \$ _____	Name _____
Patio Happy Hour	\$50	X _____ = \$ _____	Name _____
Industry Luncheon (extra)	\$20	X _____ = \$ _____	Name _____

(Individual tickets will not provide access to any program or name badges)

TOTAL AMOUNT DUE \$ _____

ONLINE SAVINGS
Visit www.iamic.org
to save \$\$!

If you are ordering additional tickets, please let us know for whom they are reserved ▼

Registration Deadline

All persons must register (including spouses) or have purchased ticket to each event. If you are unable to attend, we will gladly make refunds, if requests are received by the following dates: *All refunds are subject to a \$6.50 processing fee with the exception of the Virtual attendees if IAMIC cancels that opportunity.

By July 5.....Full Refund
July 6 – July 19.....50% Refund
After July 20.....No Refund

To take advantage of the early-bird registration fee, return both pages of this form by **August 1, 2021** to:

IAMIC • P.O. Box 116 • Ohlman, IL 62076
Or FAX to 888-403-0935.

Register ONLINE to save \$25/pp

Payment Method

Enclosed is check # _____ payable to IAMIC.
Credit Card Payment is accepted ONLY for online registrations.

The Fine Print

By entering the event premises, you consent to interview(s), photography, audio recording, video recording and its release, publication, exhibition, or reproduction to be used for our promotional purpose on websites, social media and any other printed correspondence. You waive all rights you may have to any claims for payment or royalties in connection with any use. You have been fully informed of your consent, waiver of liability, and release before entering the event.

Any questions?

Please call 217-563-8300 or email us at leadership@iamic.org.

PLEASE NOTE: To preserve the professional business environment of the Convention, no one under age of 14 will be allowed to attend IAMIC functions, unless invited to a special event. Thank you.

—Registration continued on next page



Convention Registration

IAMIC Golf Outing

It's Back!

The games and registration will begin on Monday, August 23 at 8:00 a.m. registration and Tee at 9:00 The fee for the "Golf Fun Day" is \$85 per golfer, which includes green fees, golf cart, driving range balls, lunch, drinks and prizes.



DRESS CODE: Non-Metal Spikes ONLY. Proper golf attire must be worn at all times. Shirts must be worn at all times. Tank tops are not allowed.

Directions to Weaver Ridge Golf Course

From the East: I-74 to 474 West to Route 6 North to US 150 (War Memorial Drive). US 150 East (War Memorial Drive) 1 mile to Big Hollow Road. Right on Big Hollow Road. 1 mile to Charter Oak Road. Right on Charter Oak Road. 3/10 mile to WeaverRidge on left.

Sporting Clays

Join us for a day of friendly clay shooting competition, stopping at each of the 10-20 stations to test your skill on the targets, while building industry relationships. Shooting sport enthusiasts will enjoy the IAMIC event on the beautiful grounds at Oak Ridge Sportsman Club in Mackinaw, IL.

Sporting Clays is a challenging clay target game designed to simulate field shooting. On a Sporting Clays course, shooters are presented with a wide variety of targets that duplicate the flight path of game birds, such as flushing, crossing, incoming and other quartering shots. Courses are laid out in natural surroundings with shooters moving from one station to the next to complete the course. Today, sporting clays is one of the fastest growing sports in America, with more than three million people of all ages participating both competitively and recreationally. There are 10 easy stations and 10 hard stations—regardless of your skill set, you will enjoy this event.

We begin the day with a 10:00 a.m. registration and practice, with our event beginning promptly at 10:30 am. Lunch will be served at 11:30 and is included in registration. Additional lunch tickets can be purchased for guest. **MUST USE STEEL SHELLS.**

DIRECTIONS: Take I-74 East to 155 South. Exit at Tremont, take Rt 9 East for 5 miles to Weishaupt Rd. Turn Left and it's right there. www.oakridgesportsmansclub.net.

Sign us up for the Golf Outing!

I (we) will need: _____ additional lunch tickets @ \$10 ea.

Name _____ Phone _____

Name _____ Phone _____

Name _____ Phone _____

Name _____ Phone _____

Company Name _____

Find me a group. . . OR, request foursome (*golf outing only*) _____

Sign us up for Sporting Clays!

I (we) will need: _____ additional lunch tickets @ \$10 ea.

			Total Number of Registrations		Total Amount Due
IAMIC Golf Outing.....	\$85	x	_____	=	_____
Sporting Clays	\$35	x	_____	=	_____
Additional Lunch Tickets.....	\$10	x	_____	=	_____

Please return this form by August 1, 2021 to: IAMIC, P.O. Box 116, Ohlman, IL 62076, or fax to 888-403-0935



Convention Registration

2021 Fun Run/Walk

Our Fun Run/Walk this year will benefit the **Tunnel to Towers Foundation**, a charitable organization committed to ensuring we never forget 9/11, the sacrifices made, and those that continue to be made by our first responders in the line of duty. The funds that are donated to this foundation provide critical support to our bravest citizens and their families.

- Through the **Fallen First Responder Home Program**, Tunnel to Towers aims to pay off the mortgages of fallen law enforcement officers and firefighters who lose their lives in the line of duty, or to 9/11 related illness, and leave behind young children.
- The Tunnel to Towers Foundation also **builds mortgage-free smart homes** for our most catastrophically injured veterans and first responders.
- The Tunnel to Towers **Gold Star Family Home Program** honors the legacy of those who made the ultimate sacrifice while serving our country. The Foundation will provide a mortgage-free home to surviving spouses with young children.

Registration for the **Fun Run** will begin at 7:00; we'll take a team photo at 7:15; and then hit the pavement at 7:30 from the Embassy Suites Patio area. **T-shirts will be provided to all participants who register by August 1** and submit their shirt size—complete the section at the right. Plan now to participate Tuesday morning!



Sign us up for the FUN RUN/WALK!

_____	_____
Name	Shirt Size
_____	_____
Name	Shirt Size
_____	_____
Name	Shirt Size
_____	_____
Name	Shirt Size
_____	_____
Name	Shirt Size
_____	_____
Name	Shirt Size

IAMIC would like to **THANK** our

2021 Platinum Partners



Companies that can assist in defraying some of the costs of the convention are currently being sought. A sponsorship brochure was mailed to each company. Any company or individual able to donate to help in sponsoring the programs would be greatly appreciated. If you or your companies are interested in donating, please contact the IAMIC office at 217-563-8300. Sponsorships must be made by **August 1** to be recognized in the program booklet which is given to all attendees.



2021 Award Nominations

The Lautum Award

The highest honor of our association, the Lautum Award, will be presented to someone at our Annual Business Meeting & Industry Update. The coveted award will be presented to a person who has earned the respect and high regard of his or her colleagues, and who has contributed greatly to the Illinois Association of Mutual Insurance Companies and their community.

If you know an IAMIC member who you feel is deserving of this distinguished award, please complete and return this form to the IAMIC office. All nominations are kept in consideration for five years. Previous award winners are not eligible.

Nomination Form for 2021 Lautum Award

Nominee's Name _____

Company Affiliation _____

Background Information _____

Nominated By (optional) _____

Company Affiliation _____

Please return this nomination (or apply online at www.iamic.org) by **July 15** to: IAMIC, P.O. Box 116, Ohlman, IL 62076.

The Company Achievement Award

The 2021 Company Achievement Award will be presented at the Annual Business Meeting on Tuesday, August 24. This award is presented annually to a company to recognize a wide, ever-changing variety of criteria. Some of these items include, but are not limited to, Director Participation, Policyholder Surplus, Economic Growth, Longevity and Stability, Educational Commitment, Mission Statement/Marketing Plan, Community Involvement, Loss Prevention, Agent Development, Innovation and Enthusiasm.

Let us know how your mutual has worked with any of the above-mentioned items. Share with us how your company overcame its greatest challenge or obstacle. Welcome too would be pictures of the office and staff. Also, send along advertisements or a copy of your brochure, if available. All applicants will be eligible for award consideration for the year of submission plus four years. Take this opportunity to recognize your Board Members diligence and your staff's dedication and hard work.

Please send your application for the Company Achievement Award (or apply online at www.iamic.org) by July 15, 2021 to: IAMIC, P.O. Box 116, Ohlman, IL 62076.

The Volunteer of the Year Award

We recognize one of our volunteers with the Volunteer of the Year Award. This award is to recognize an individual for their tireless work on behalf of the association. IAMIC is nothing without its many volunteers. Join with us at the Annual Business Meeting when we recognize a member who has gone above and beyond for the members of IAMIC.



2021 Award Nominations

The Fire Department of the Year Award

Here's a great chance for you to help recognize the efforts of your community's fire department. The IAMIC Fire Department of the Year Award will be presented at the Industry Lunch on Tuesday, August 24. The award recipient will be selected through nominations submitted by you, our members. The award is designed to honor those courageous, hard-working and vital members of our communities — our fire departments. Please take a moment to write a letter listing the fire department you are nominating and the reasons they are deserving of being named the Fire Department of the Year.

Please submit your nomination for the Fire Department of the Year Award (or apply online at www.iamic.org) by July 15, 2021 to: IAMIC, P.O. Box 116, Ohlman, IL 62076.



Convention Sponsorships Still Open . . . Join Our Team!



Educational & General Sessions

- TUESDAY** Opening Session ... (Exclusive for Packages)
- Arsonist & the ATF Agent\$500
 - Tuesday Industry Updates.....\$350

- WEDNESDAY**
- FMDC— D&O Liability\$350
 - FMDC— Risk Management\$350
 - Ethics\$350

Meal Functions

- MONDAY** Welcome Dinner...(Exclusive for Packages)
- Murder Mystery (4)\$500

- TUESDAY**
- AM Break\$350
 - Lunch\$500
 - PM Refreshment Break\$350
 - Cookout at the Game (4)\$500

- WEDNESDAY**
- AM Refreshment Break\$350
 - Lunch TO GO ****EXCLUSIVE****\$1,500

Sporting Clay

- MONDAY**
- Event Sponsor.....\$125
 - Lunch/Drink Sponsor\$400
 - Prize Sponsor (4)\$100

Golf

- MONDAY**
- Event Sponsor.....\$125
 - Hole Sponsor (18) \$50
 - Lunch/Drink Sponsor\$400
 - Prize Sponsor (4)\$100

Miscellaneous Events

- TUESDAY**
- Popcorn ****EXCLUSIVE****\$250
Sponsor supplies the printed bags
 - Prizes (unlimited)\$50
 - Ball Game (4)\$500
 - Transport to the Game (2).....\$500
 - Happy Hour/Game (2)\$500

- WEDNESDAY**
- Prayer Memorial ****EXCLUSIVE****\$500
 - Fun Run/Walk (2)\$500

Printed Materials

Color Program Booklet Ads

- Full Page Ad 3.5" x 8"\$200*
- Half Page Ad 3.5" x 4"\$175*
- Qtr. Page Ad 3.5" x 2"\$150*

**Discounts available for Exhibitors who sponsor*

- Pocket Schedule ****EXCLUSIVE****\$500
- Questionnaire ****EXCLUSIVE****\$250
- Charging Station ****EXCLUSIVE****\$250

Sign up online to verify open events. FYI: Mailed donations will be placed where needed if your first choice has already been taken online.



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Insurance Companies

P.O. Box 116
Ohlman, IL 62076

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