

Upcoming Meetings

Thursday, March 29
Monthly Luncheon

Speaker: *Panel discussion with local experts*
Topic: **Environmental Pollution**

Thursday, April 26
Monthly Luncheon

Speaker: *Michelle Bobolz, Allied Insurance*
Topic: **Residential Cost Estimators**

Watch your e-mail or go to
www.iaomaha.org for more information!



RETURN SERVICE REQUESTED

P.O. Box 24133
Omaha, NE 68124

Independent Insurance Agents
of Omaha



WINTER SEMINAR

"A Guy in the Bar Told Me..."

"Rental Cars: More Than Meets the Eye"

"Foreclosed Homes, Vacant Homes & More
Homes With Problems"

Presented By

David A. Thompson, CPCU, AAI, API

Thursday, February 2, 2012
Champions Run Country Club
13800 Eagle Run Drive
Omaha, NE



Sponsored by
Independent Insurance Agents of Omaha

Register Today For
THREE or SIX Hours
of **QUALITY**
Continuing Education!

Hurry! Seating is Limited!

Winter Seminar Agenda

Check-in/continental breakfast: 8:30 a.m.

Morning Session: 9 a.m. – Noon

A Guy in the Bar Told Me...

How many times has a customer said, “My neighbor told me” or “I read on the Internet” or “A guy in the bar told me” when discussing insurance with their agent? Looking at issues such as condominium coverages, PAP business use, commercial property tenant improvements and betterments, PAP 10,000 limit, living together, named peril vs. all risk, uninsured motorist issues, corporately owned cars, three NFIP issues, and the loss damage waiver offered by rental cars, we wade through what “the guy in the bar” said and whether it’s true or not.

LUNCH: Noon – 1 p.m.

(Lunch Included for Full-Day Registrations Only)

Afternoon Session:

First Program 1 – 3 p.m.

Rental Cars: More Than Meets the Eye

There are close to two million rental cars in the U.S. People rent these cars, seldom with a thought about insurance coverages. This class examines various rental car contracts to point out what renters are agreeing to when they rent, analyzes the “protection” offered for sale by rental car firms, and then analyzes the coverage provided under the PAP and BAP. Coverage questions about rental cars have to rank in the “top 10” questions customers ask. This class provides answers to those questions, often with alarming answers. There really is much more to renting a car than driving away from the lot.

Second Program 3 – 4 p.m.

Foreclosed Homes, Vacant Homes, & More Homes With Problems

With the economy what it is today, many homes are unoccupied or are not occupied by the owner. Is there a “catastrophic exclusion” in the homeowners policy that voids coverage when the insured moves

out prior to a foreclosure, rents the house out, moves into a nursing home, or moves out of a house prior to closing? Many courts and carriers say there is. This program examines the current economic situation and provides recommendations to agents for the best way to handle the insurance coverages.

About Our Presenter:

David A. Thompson, CPCU, AAI, API

After receiving his college degree from Mercer University in Macon, Georgia and serving seven years as a commissioned officer in the U.S. Army and U.S. Coast Guard, David began his insurance career in a family owned independent agency in Vero Beach, Florida where he was a licensed agent selling all types of insurance.

In 1996 David accepted a training & education position with the Florida Association of Insurance Agents in Tallahassee, Florida where he presents continuing education seminars throughout the country on a variety of insurance subjects.

In addition to being a full time insurance nerd, David is an avid runner and smokes the best ribs, chicken, and pork in the country!



Each session will provide three hours of P&C CEUs for both Nebraska and Iowa, pending approvals.

WINTER SEMINAR REGISTRATION FORM

Thursday, February 2, 2012

Champions Run Country Club • 13800 Eagle Run Dr., Omaha

Registration Fees (includes all course materials, coffee and juice in AM session and snack break in PM session; lunch is included for full-day registrations only)

IIAO Members: ___ \$75 for both sessions
 ___ \$40 for one session

Non-members: ___ \$100 for both sessions
 ___ \$55 for one session

If attending just one session, please indicate the session you will attend: ___AM ___ PM

Please check CE needed:

___ Nebraska CE ___ Iowa CE

NAME _____

COMPANY _____

ADDRESS _____

CITY _____ STATE ___ ZIP _____

PHONE _____

FAX _____

E-MAIL ADDRESS _____

NE INSURANCE LICENSE # OR NAT'L PRODUCER #

(for Nebraska CE Credit) _____

LAST SIX DIGITS OF IOWA LICENSE # (for Iowa CE credit)

AMOUNT OF CHECK (payable to IIAO): \$ _____

Please charge my credit card for the following amount:

\$ _____

Type of Card:

___ Visa
___ MasterCard
___ AMEX
___ Discover

Name as it appears on credit card

Credit card number

Exp. Date _____

Zip Code of Credit Card Billing

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PLEASE NOTE: No refunds for cancellations after Jan. 31, 2012

Be sure to include a check or credit card payment & mail to:

Independent Insurance Agents of Omaha

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Please contact the IIAO office at (402) 397-7782 or via e-mail at iiao@cam-omaha.com for more information.