



FARM & SMALL TOWN AGENTS CONFERENCE

Sponsored by State Auto Insurance Companies

Highland Conference Center, 2000 Highland Way Mitchell, SD

April 5th-6th, 2022

Hotels attached to Conference Center: Comfort Inn (990-2400) and Hampton

Inn rate is \$106 (995-1575) Comfort Inn & Suites room rate is \$99

Ask for IIASD Room Block



Independent Insurance Agent

TUESDAY, APRIL 5

Registration	12:00 p.m. – 1:00 p.m.
Agri-Tourism Roundtable Discussion	1:00 p.m. – 4:00 p.m. How to assess Agri-Tourism risks: An audience-engaged panel <i>Peggy Schlechter—Community Vitality Field Specialist—SDSU Extension</i> <i>Agritourism business representatives</i> <i>Sam Bennett—Harrison Agency, Columbia, MO; Jason Kelling—Redstone Insurance Brokers</i>
Social	4:00 p.m. – 5:00 p.m. Hospitality Room
Dinner	5:00 p.m. – 6:00 p.m. Conference Center
Entertainment	6:00 p.m. – 7:00 p.m. Andrew McCrae: <i>Total Town Makeover: Rethinking Business, Community & Home</i> <i>Andrewmccrae.com</i> . He is the host of a nationally syndicated Radio and TV program “The American Countryside” which has won five Oscars. You can hear him daily on 100 radio stations and over 150 TV stations. He speaks coast-to-coast on thinking about the positive difference audiences can make in the world around them.

WEDNESDAY, APRIL 6

Breakfast	7 a.m. – 8 a.m. Conference Center
3 hours of P&C CE	8 a.m. -11 a.m. <i>Enhancing Your Value to the Agribusiness Insurance Buyer</i> Sam Bennett—Harrison Agency, Columbia, MO Farm property and liability coverage forms are developed for the ‘average’ agribusiness risk. Insurance professionals clearly understand that many, many clients have exposures that are anything BUT average. This presentation will remind participants that the risk management process must be used in order to effectively assess a client’s uncertainties. Once identified, risk must then be analyzed, controlled as thoroughly as possible and financed accordingly. The plan put in place must then be followed, modified as needed and monitored for effectiveness. The discussion also introduces a few vital endorsements that must be discussed with every client. Both property and liability endorsements will be discussed in our quest to use our resources to best address each client’s agribusiness risk.

Payment in advance required (Checks payable to IIASD) or register at www.iiasd.org.

Payment: Checks addressed to IIASD may be mailed or you can pay via credit card online.

Independent Insurance Agents of South Dakota, 305 Island Drive Fort Pierre, SD 57532

Phone 605-224-6234; Fax 605-224-6235

NAME/NAMES: _____

AGENCY/CO (if any): _____ PHONE # _____

ADDRESS: _____ CITY & ZIP: _____

Choose one of the following:

_____ **\$100** IIASD Member/Company Full Registration _____ **\$40** Banquet only (limited spaces)

If you are not able to attend, a substitution is allowed. No refunds will be approved