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Stellar Lineup for 2014 Leadership Conference

The Young Agents Committee of Montana has organized a stellar program for the [10th Annual Leadership Conference](#), February 24-25, 2014 in Bozeman, Montana.

Now in it's tenth year, the conference began with a simple goal: provide young agents with a way to share new ideas, learn technical and leadership skills and network with other leading insurance professionals who were once in their shoes.

The conference has since evolved into a premier educational event with networking and social activities for new producers, established agents, principals, and company partners.

We all know that insurance is an extremely competitive and fluid industry. Change, as they say, is the



name of the game. Our panel experts on Monday, February 24th, address just that.

Join Jason Cass, CIC, IIABA Young Agent Chair; Rich Deming, CIC, First West Insurance; Jim Smith, CIC, CPCU, AFSB, Insurance Consulting & Education; and Jeff Yates, Executive Director, Agents Council on Technology, as we discuss the **Past, Present and Future** of the insurance industry.

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In **Social Media in Insurance & Your Agency** Jason Cass will be addressing the whys and hows of using social media, including potential E&O pitfalls, on Tuesday, February 25th. (Jason Cass Bio)

Also on Tuesday, Randall J Colbert, CPCU, with Garlington, Lohn & Robinson, PLLP, discusses **Failure to Procure in Today's World*** and the ever-confusing issue of **Certificates, Certificates, Certificates***. Randall has an extensive background in insurance as a CPCU and former claims adjuster, and as an attorney whose practice areas include insurance defense and bad faith. (Randall J Colbert Bio)

Worker's Compensation for Contractors, being held concurrently to the above sessions on Tuesday, February 25th, is the fifth topic in the Construction Risk Insurance Specialist (CRIS) Designation program. Rich

Deming, CIC, of First West Insurance in Bozeman will be presenting the course. (Rich Deming Bio)

We're lucky to have Jeff Yates, Executive Director of the Agents' Council for Technology as luncheon speaker on Tuesday, February 25th.

Additional highlights include an **Around the World Showcase** featuring our company partners. Fly from the Eiffel Tower to the Alps to Fiji and to Hollywood during our reception featuring a wine and beer tasting and hors d'oeuvres. We're also bringing back the popular **Casino Night** fundraiser for InsurPAC with poker tournament and bingo.

We hope that you can come, have a good time, and leave with knowledge, new friends or renewed connections, and confidence in yourself.

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Awards



Monica Lindeen Elected NAIC President-Elect

Montana Commissioner of Securities and Insurance Monica J. Lindeen was unanimously elected President-Elect of the National Association of Insurance Commissioners (NAIC) during the NAIC fall na-

tional meeting held December 17, 2013 in Washington, D.C. Lindeen's election puts her in line to be President of the organization in 2015 giving Montana a much-coveted and important role in international and national insurance issues. [read full press release](#)

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First West Insurance Earns Donation to Gallatin Valley Food Bank in Spirit of Giving Challenge

Concorde General Agency, a Fargo, ND, insurance broker serving insurance agents across the upper Midwest, has awarded a \$100 donation to Gallatin Valley Food Bank on behalf of First West Insurance through their Spirit of Giving Challenge, a social media photo contest held the week of December 16.

First West Insurance nominated Gallatin Valley Food Bank by submitting a photo showcasing their support of the cause and gathering votes.

Concorde General Agency has a tradition of giving back to the Great Plains Food Bank in Fargo, ND, and this year extended the opportunity to food banks or pantries across their service area.

Twenty causes in six states were awarded donations, each of which was nominated by a local insurance agency through this challenge.



Winning photo featuring First West employees Tiffany Waldron, Donna Tucek and Julie Bennett.

Overall, through local and regional giving, Concorde General Agency provided more than \$4,200 to food banks in need during the 2013 holiday season. A full list of recipients can be found here: <http://ow.ly/rXOpi>.

Congratulations First West Insurance!

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InsurPAC Tops \$1M For Second Time

The dust has settled on the 2013 InsurPac fundraising campaign. Aided by a record breaking year-end push, your federal PAC finished the year with \$1,007,668 in receipts.

This marks the second time in its history that InsurPac has topped one million dollars in receipts during a calendar year.

- Montana more than doubled our goal, with over \$9,200 in donations
- Montana joins a record number of states that raised an average of more than \$100 per agency, and will be presented with InsurPac Eagle Awards at this year's Big "I" Legislative Conference.
- A record 43 states achieved their InsurPac goal, including Montana.
- 23 states achieved their Young Agent InsurPac goal.

We'd like to thank Perry Wolfe for an outstanding job as our InsurPac Chair and the following Montana agents for supporting InsurPac and the independent agency system.

Allie, Doug	United Insurance & Realty, Inc.
Baldwin, Bud	Baldwin Insurance Associates
Bennett, Julie	First West, Inc.
Biskupiak, Bob	IIA of Montana
Braut, John	Wolfe-Daniels Agency, Inc.
Brekke, Andrew	Erickson Insurance Group

Cassidy, Michael	Cassco Insurance
Coldwell, Terri	Jordan Insurance Service
Darnielle, Deanna	Darnielle Insurance Agency
Dedman, Karla	Mandeville Insurance Agency
Deming, Richard	First West, Inc.
Hall, Bryan	First West, Inc.
Hall, Richard	ISU Streeter Brothers Insurance
Hoiness, Chris	PayneWest Insurance (PFG)
Inman, Michael	Hub International
Irwin, Dawn	Capital Premium Financing
Kulla, Janell	Mandeville Insurance Agency
Lawson, Jack	Lawson Insurance, LLC
Lekvold, Don	Lekvold & Associates, Inc.
Mandeville, Webb	Mandeville Insurance Agency
Menyhart, John	WA Mitchell Agency
Miller, Ron	Lewistown Insurance, Inc.
Mitchell, Michael	United Insurance & Realty, Inc.
Neil, Greg	First West, Inc.
Nelson, Robin	Bishop Insurance Service Ronan
Price, William	First West, Inc.
Schnider, Keith	PayneWest Insurance
Solberg, Monte	Lewistown Insurance, Inc.
Solberg, Scot	Lewistown Insurance, Inc.
Solberg, Starla	Lewistown Insurance, Inc.
Wolfe, Perry	Wolfe-Daniels Agency, Inc.
Wood, Tina	Wood Enterprises, Inc.

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Rick Mart Memorial Scholarship Now Available

The Montana Insurance Education Foundation established the Rick Mart Memorial Scholarship to recognize Rick's passion and dedication for the independent agency system and young agents.

You must be a Young Agent and a first-time attendee.

Do I have to be a member of the Young Agents Committee or IIA of Montana to apply? No, you do not have to be a member, although members are given priority.

How much is the scholarship? Up to \$150.00

Who can apply? This scholarship is designed to help a Young Agent attend their first Big "I" event.

How do I qualify as a Young Agent? You must be 40 years old or less, or have less than 5 years experience in the insurance industry.

What can I use this scholarship for? The scholarship will cover registration and/or reasonable expenses up to a total of \$150 for an event held by the Independent Insurance Agents' Association of Montana (IIAM).

How do I apply? Download and complete the [Rick Mart Memorial Scholarship Application](#). Complete all sections, and submit to the MIEF office at 3131 Dredge Drive, Helena MT 59602. All applications must be submitted by 45 days prior to the event start date.

Special Notice:
The 45 day advance submission is waived for the [2014 Leadership Conference](#) being held February 24-25 in Bozeman.

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2014 SEMINAR SCHEDULE

Beginning in 2014 we will be offering two CIC institutes and one Ruble Graduate Seminar each year. Ruble Graduate seminars are for CIC designation holders only. The following schedule is tentative and may be subject to change due to unforeseen circumstances. **Registration will be available February 1st for classroom courses.**

State required classes are in gold

CIC classes are in blue

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Date	Location	Seminar Name
1/14/2014	ABEN Webcast	Meeting the Challenge of Change , Part 1 (E&O, 3 hours)
1/14/2014	ABEN Webcast	Meeting the Challenge of Change , Part 2 (E&O, 3 hours)
1/16/2014	ABEN Webcast	Meeting the Challenge of Change (E&O, 6 hours)
1/16/2014	ABEN Webcast	Personal Lines Claims that Cause Problems
1/23/2014	ABEN Webcast	Meeting the Challenge of Change , Part 1 (E&O, 3 hours)
1/23/2014	ABEN Webcast	Meeting the Challenge of Change , Part 2 (E&O, 3 hours)
1/29/2014	ABEN Webcast	Ethics in Today's Changing Times
2/25/2013	Bozeman	Workers Compensation for Contractors
2/25/2013	Bozeman	Social Media in Insurance & Your Agency
2/25/2013	Bozeman	Failure to Procure in Today's World
2/25/2013	Bozeman	Certificates, Certificates, Certificates
} Part of the 2014 Leadership Conference. Register here.		
3/27/2014	Bozeman	Personal Residential CISR
4/10/2014	Great Falls	Commercial Casualty II CISR
4/15/2014	Helena	Personal Auto CISR
5/2/2014	Billings	Commercial Property CISR
5/6/2014	Missoula	Agency Operations CISR
5/7/2014	Missoula	Ethics
5/7/2014	Missoula	2013 Legislative Changes
5/7-10/2014	Missoula	Life & Health Institute
5/21/2014	Kalispell	Commercial Casualty I CISR
6/3/2014	Bozeman	Personal Lines Miscellaneous CISR
8/20/2014	Bozeman	2013 Legislative Changes
8/20-22/2014	Bozeman	Ruble Graduate Seminar
9/9/2014	Billings	Personal Auto CISR
9/18/2014	Missoula	Commercial Casualty II CISR
9/30/2014	Bozeman	Commercial Casualty I CISR
10/9/2014	Great Falls	Personal Residential CISR
10/30/2014	Kalispell	Commercial Property CISR
11/4/2014	Billings	Commercial Casualty II CISR
11/5/2014	Billings	Ethics
11/5/2014	Billings	2013 Legislative Changes
11/5-8/2014	Billings	Commercial Casualty Institute
11/18/2014	Helena	Commercial Property
12/4/2014	Missoula	Personal Residential CISR

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