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INDEPENDENT AGENTS TURN OUT IN FORCE FOR JOINT IIAM/PIA MONTANA CONFERENCE

The first joint conference of the Independent Insurance Agents of Montana and the Professional Insurance Agents of Montana was a resounding success.

More than 180 registrants participated in five professional development sessions and multiple networking opportunities over the three day conference.

The second day of the conference featured perhaps the largest insurance industry tradeshow in the state. Thirty-eight companies demonstrated their products and services to the more than 70 agents in attendance, 25 of them local.

"It was an excellent event and great turnout for the tradeshow," said Malissa Langford with the Hartford.

Agents and company representatives mingled over sliders and Italian soda "mocktails", learning about available products for their customers and entering

the many prize drawings.

"I enjoyed meeting agents from all four corners of the State of Montana. All working with the same common goal," Bryan Porch with Montana Central Insurance Agency stated, "A fun uplifting group of agents and company representatives. It's nice to get

away for laughs and knowledge."

Michelle Olson, representative for Big Sky Underwriters, agreed. "It was a very positive experience, good energy and atmosphere. I really enjoyed visiting with the agents, brokers, and vendors."



See pictures (and upload your own) at

<http://photago.com/iiampiajointconference/>

Montana Commissioner of Insurance, Monica

Lindeen, opened the conference. Attendees were

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able to pick from concurrent sessions focused on agency and producer development, as well as expanding personal and commercial lines technical knowledge.

According to Barbara Grizey of Hagenston Agency, “The conference was a great learning experience! Other new agents should take the time to attend to help them learn more about the industry.”

Marty Wood, Wood Enterprises, called the conference “valuable” and “well worth the time.”

Sponsors included Capital Premium Financing, Nationwide, Dayspring Restoration, Liberty Mutual Insurance, Austin Mutual Insurance, Big Sky Underwriters, Burns & Wilcox, Concorde General Agency, Farmers Alliance Mutual Insurance Company, Imperial PFS, Montana State Fund, Mountain Commercial Specialists, Progressive, Safeco Insurance Company, Chubb Agribusiness, The Hartford and Travelers.



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MONTANA STATE FUND: CREATING A SAFER MONTANA

In 1993, the Montana Legislature had the foresight to create The Montana Safety Culture Act. This act encourages workers and employers to come together to reduce the incidence of injuries by promoting safety in the workplace. It is the intent of the act to raise workplace safety to a preeminent position in the minds of all Montana employees and employers. Montana State Fund (MSF) fully supports the Safety Culture Act and has a number of dedicated programs and resources in place to make Montana a better, safer place to work.

Our Sites on Safety

The need for reliable safety information and resources is just a click away with MSF's mobile friendly safety focused website, safemt.com. The site offers sections on return to work, young worker safety as well as injury prevention tips, manuals, games and more.

Safety Video Education Series

To help reduce the number, severity and impact of workplace injuries, MSF has created a simple, at-work, online video education safety series. The videos are only a couple of minutes in length and are designed to be as fun to watch as they are informational. The videos can be used for new-employee orientation, safety meetings, or refreshers for existing employees. For easy access, we have our full library of videos posted on the safety education section of safemt.com.

The Video Library Includes:

Develop Company-Wide Driving Policies

Prevent Distracted Driving

Safety is Our Business: Montana State Fund Safety Services

Prevent Slips, Trips and Falls

Proper Lifting

Ergonomics

Fall Protection

The Benefits of Return to Work Program

Statewide Safety Workshops

MSF designed our safety workshops to give Montana's employers and employees the tools they need to create and fine-tune their safety programs. These free, half-day seminars, are presented each quarter throughout the state and cover a variety of important and timely issues. The workshops are open to anyone, even if they are not insured through MSF. Workshop details and registration can be accessed at safemt.com.

WorkSafe Champions

WorkSafe Champions is a free, 12-month intensive safety education program for MSF policyholders. The program, which graduated its first class in 2009, aims to reduce workplace accidents. Participants dedicate themselves to learning the nuts and bolts of safety education, communication and implementation. Over the past year, MSF has produced a number of WorkSafe Champion Alumni spotlight videos. The short productions showcase how these businesses have incorporated the WorkSafe Champion training into their safety programs. The videos can be found on the video section of safemt.com.

Safety Management Consultants

MSF's professional team of Safety Management Consultants (SMCs) offer one-on-one safety support for our policyholders. The SMCs provide our customers with customized solutions to develop and implement a solid workplace safety culture.

For more information on how Montana State Fund's safety resources can create a safer Montana, contact one of our customer service specialists at 800-332-6102.

BIG "I" AND PIA MEMBERS SUPPORT DARRELL BJORNSON MEMORIAL GOLF TOURNAMENT

Twenty-nine golfers took to the links Sunday afternoon, October 2nd, at the 2016 Darrell Bjornson Memorial Golf Tournament.



Each year, the Darrell Bjornson Memorial MIEF Golf Tournament is held in Darrell's honor to raise funds and awareness for MIEF's professional Development Scholarship Fund.

Played in a scramble format with a shotgun start, players enjoyed a new twist on the traditional game : "A Kick and A Throw".

Each golfer was able to use one actual kick and one throw of the ball at any point without it counting toward par.

Team Solberg representing Lewistown Insurance won first place. Congratulations to Monte, Scot and Ty Solberg.

Darrell Bjornson was one of the early adopters and supporters of continuing education and the Montana Insurance Education Foundation. Founded in 1981 by Darrell and now known as Concorde General Agency, Bjornson's start-up has grown to serve more than 2,000 insurance agencies across 12 states.

See photos of this year's tournament at <http://photago.com/iampiajointconference/>

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IIAM LEADERSHIP SWORN IN AT AGENTS ANNUAL MEETING IN MISSOULA

The Officers and Directors for the Independent Insurance Agents' Association of Montana took their oath of office during the annual meeting on October 4, 2016 in Missoula, Montana.



Kristy Hodik, CIC, Hobson Insurance—IIAM President

Scot Solberg, CIC, Lewistown Insurance—President-Elect (not shown)

Kelly Knaff, CIC, Montana First Insurance—Immediate Past President/PRIM President

Tom Chamberlin, Mandeville Agency—Young Agent Committee Chair

John Braut, CIC, Wolfe Daniels Agency—National Director

Karla Dedman, CIC, CPIW, Montana Insurance Managers—Secretary/Treasurer

Many thanks to our volunteer leadership!

Are you interested in serving your association? Contact Bob Biskupiak at (406) 442-9555 extension 102.

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EDUCATION CALENDAR

[click on course name to register](#)

Dueling Additional Insured Endorsements	11/14/2016	1	Webcast
Insurance and BBQ - The Hidden Connection	11/15/2016	3	Webcast
COPE - Property Underwriting and Effective Loss Control	11/16/2016	2	Webcast
Homeowners Section II Part 1	11/16/2016	2	Webcast
Homeowners Section II Part 2	11/17/2016	2	Webcast
Personal Residential (CISR)	11/17/2016	7	Missoula
2015 Legislative Changes to Insurance Statutes	11/17/2016	1	Webinar
Environmental Strategist Part 2 - Strategies for Managing Environmental Exposures	11/29/2016	1	Webcast
Environmental Strategist Part 1 - Managing Environmental Exposures	12/6/2016	1	Webcast
Referral Lead Generation in 2017 (Sales Teams)	12/6/2016	1	Webinar
Interview Tips to Find Your Top Hires in 2017 (Leadership)	12/6/2016	1	Webinar
Commercial Casualty I (CISR)	12/6/2016	7	Great Falls
Environmental Strategist Part 2 - Strategies for Managing Environmental Exposures	12/13/2016	1	Webcast
Home Based Business Exposures	12/13/2016	2	Webcast
Commercial Lines Claims That Cause Problems	12/14/2016	2	Webcast
Homeowners Section I Part 1	12/13/2016	2	Webcast
Homeowners Section I Part 2	12/14/2016	2	Webcast
Homeowners Section II Part 1	12/15/2016	2	Webcast
Homeowners Section II Part 2	12/16/2016	2	Webcast
Dueling Additional Insured Endorsements	12/20/2016	1	Webcast
Insurance and BBQ - The Hidden Connection	12/20/2016	3	Webcast
2015 Legislative Changes to Insurance Statutes	12/22/2016	1	Webinar

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