



Massachusetts Association of Insurance Agents Annual Convention & Trade Show
October, 25, 26, 27, 28, 2018
 at the Marriott Hotel, Copley Place | Boston, MA
Program Schedule At-A-Glance



THURSDAY, OCTOBER 25, 2018				
TIME	EVENT	C	ROOM	INSTRUCTOR
9:00-5:00	Personal Lines: Potential issues, incidents, experiences and events in one's life – will insurance be there or not!	7	Simmons Room	Irene Morrill
9:00-5:00	Business Owners Bootcamp 101 -- Section I	7	Yarmouth Room	Charlene Cabral
9:00-5:00	E&O 2018	7	Vineyard Room	Kathy Silvia
9:00-5:00	Contractual Liability - The Danger of Signing of the Dotted Line!	7	Vermont Room	Robin Federici
10:00-5:00	CPIA 1: Position for Success	4	Regis Room	Bruce Thomas
10:00-1:00	State Mandated Training: Fraud 2018	3	Nantucket Room	Marshall Katz
12:00-1:30	Lunch in the Atrium		Atrium	
1:00-5:00	Business Perpetuation Planning	4	Provincetown Room	Jon Persky
2:00-5:00	State Mandated Training: Ethics 2018	3	Nantucket Room	Marshall Katz
4:45-5:45	Young Agents Kick-Off Reception & Awards Presentation		Champions – 2 nd Floor	
FRIDAY, OCTOBER 26, 2018				
7:30-9:00	Utica's Continental Breakfast		Atrium	
8:45-11:45	Practical E&O: Common Issues and Effective Strategies	3	Suffolk Room	Robert Powers
8:45-4:30	P&C Licensing Program – Day 1	0	Wellesley Room	Mark D'Agostino
8:45-4:45	CPPL: Personal Insurance Professional - Day 1	7	Tufts Room	Kathy Silvia
9:00-10:00	MAP vs PAP vs BAP for Liability Coverage	1	Falmouth Room – 4 th Floor	Marshall Katz
9:00-10:00	Dwelling Policy Bootcamp 101	1	Brandeis Room	Charlene Cabral
9:00-10:00	Keeping Up With ISO: Commercial Property Changes	1	Harvard Room	Irene Morrill
9:00-10:00	Can You "Drink" It All In?	1	Northeastern Room	Robin Federici
9:00-10:45	Five Biggest Mistakes Made in Managing Producers	0	St. Botolph – 2 nd Floor	John Chapin
9:00-1:00	TRADE SHOW IS OPEN!		Back Bay Hall	
9:00-4:00	CPIA 2: Implement for Success	6	Regis Room	Bruce Thomas
9:15-10:00	IVANS and the Secret to Competing in the Age of the Customer	0	MIT Room	Cal Durland
9:30-11:15	The Hitchhiker's Guide to Insurtech	0	Simmons Room	Michael Albert
10:15-11:00	How to Increase Your Business with Life Insurance!	0	MIT Room	Ken Shapiro
10:15-11:15	MAP vs PAP vs BAP for Physical Damage Coverage	1	Falmouth Room – 4 th Floor	Marshall Katz
10:15-11:15	Keeping Up With ISO: New CGL Endorsements and Why Cyber Coverage is Necessary	1	Harvard Room	Irene Morrill
10:15-11:15	Belly Up to the Bar..OR Maybe Not?	1	Northeastern Room	Robin Federici
10:15-11:15	Dwelling Policy Bootcamp 102	1	Brandeis Room	Charlene Cabral
11:30-12:30	MAIA's State Annual Meeting		St. Botolph – 2 nd Floor	
12:00-1:00	Bloody Mary Cocktail Reception in the Trade Fair		Back Bay Hall	
1:00-2:15	Arbella's Gourmet Luncheon with Commissioner Gary Anderson		Salon A – E – 4 th Floor	
2:15-4:00	TRADE SHOW RE-OPENS!		Back Bay Hall	
2:30-3:15	Fundamentals of High Growth Firms - The Marketplace	0	St. Botolph – 2 nd Floor	Tommy McDonald
2:30-3:15	Openly: Insurtech to Empower Rather than Replace Agents	0	MIT Room	Ty Harris
2:30-3:30	Dwelling Bootcamp 103	1	Brandeis Room	Charlene Cabral
2:30-3:30	MAP vs. PAP vs BAP - Who's and Insured	1	Falmouth Room – 4 th Floor	Marshall Katz
2:30-3:30	"What's Up" BAP Questions	1	Harvard Room	Irene Morrill
2:30-3:30	A Must Know - the Payroll Issue & Business Income Insurance	1	Northeastern Room	Robin Federici



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2:30-3:45	Insight into Digital Marketing Trends and Consumer Behaviors.	0	Simmons Room	Laura Smith / Anne Potts
2:30-4:30	How To Land Large Commercial Accounts	0	Suffolk Room	John Chapin
3:30-4:00	The Impact of the Tax Legislation on my Agency	0	MIT Room	Dave Evans
3:30-4:30	Fundamentals of High Growth Firms - Talent Acquisition & Human Capital	0	St. Botolph – 2 nd Floor	Tommy McDonald
3:45-4:45	MAP vs. PAP vs. BAP - Use of an Auto	1	Falmouth Room – 4 th Floor	Marshall Katz
3:45-4:45	Dwelling Bootcamp 104	1	Brandeis Room	Charlene Cabral
3:45-4:45	"What's Up"? CGL Questions	1	Harvard Room	Irene Morrill
3:45-4:45	Additional Insured's & Commercial Property Insurance	1	Northeastern Room	Robin Federici
4:45-5:45	Boston Software's T.G.I.F. Reception		Atrium – 3 rd Floor	
SATURDAY, OCTOBER 27, 2018				
8:00-9:30	Utica's Continental Breakfast		Atrium	
8:00-4:30	P&C Licensing Program – Day 2	0	Wellesley Room	Mark D'Agostino
9:00-10:00	RMV Records: What Can You Share with Your Customer?	1	Falmouth Room – 4 th Floor	Kathy Cormier
9:00-10:00	Does my Home or Umbrella Policy Cover my Firearm or Use Thereof?	1	Brandeis Room	Marshall Katz
9:00-10:00	Compare the BOP to the CPP Bootcamp 101	1	Harvard Room	Charlene Cabral
9:00-10:00	Commercial Auto - the Hired, Borrowed Auto Coverage Confusion	1	MIT Room	Robin Federici
9:00-10:00	What's Up? MA Auto Questions	1	Regis Room	Irene Morrill
9:00-12:00	Flood: Just the Facts	2	Northeastern Room	Paula Keith
9:00-12:00	Practical E&O: Common Issues and Effective Strategies 2018	3	St. Botolph – 2 nd Floor	Bob Powers
9:00-2:00	Whole Person, Whole Employee – One Part of MAIA's CPPL Designation	0	Hyannis Room – 4 th Floor	Kathryn McGlynn
9:00-4:30	CPPL: Personal Insurance Professional - Day 2	7	Tufts Room	Kathy Silvia
9:15-4:15	CPIA 3: Sustain for Success	5	Simmons Room	Bruce Thomas
9:30-2:00	TRADE SHOW IS OPEN!		Back Bay Hall	
10:15-11:15	I Have A Drone, So.....	1	Brandeis Room	Marshall Katz
10:15-11:15	Compare the BOP to the CPP Bootcamp 102	1	Harvard Room	Charlene Cabral
10:15-11:15	Cyber Liability - Finding Clarity in a Murky World	1	MIT Room	Robin Federici
10:15-11:15	What's Up? Even More Auto Questions	1	Regis Room	Irene Morrill
10:15-11:15	Section 5 – What is it and Usage/Restrictions	1	Falmouth Room – 4 th Floor	Kathy Cormier
10:15-11:15	Line Dancing - "Let's Dance!"	0	Nantucket Room – 4 th Floor	Mary Dragon
10:15-12:15	E&O Mock Trial: The Princess Bride	2	Suffolk Room	Steve Bolotin
11:30-12:00	CPPL Graduation Ceremony (Invitation Only)		VP Suite	
11:30-12:30	E&O Examples - Commercial Lines	1	Brandeis Room	Marshall Katz
11:30-12:30	Messages from Heaven	0	Harvard Room	Sandy Alemian
11:30-12:30	What's Up? Homeowners Questions	1	MIT Room	Irene Morrill
11:30-12:30	Registry - What's New	1	Regis Room	Erin Deveney
12:00-1:30	Arbella's Lunch on the Run		Atrium	
12:45-1:45	Registry - Bring your Qs we Hope to have the As	0	Regis Room	Erin Deveney
12:45-1:45	The Awful Truth About "Primary and Non-Contributory"	1	Brandeis Room	Robin Federici
12:45-1:45	Compare the BOP to the CPP Bootcamp 103	1	Falmouth Room – 4 th Floor	Charlene Cabral
12:45-1:45	Mindfulness and Weight Loss Goals	0	Northeastern Room	Ginny Wholley
2:00-3:00	Compare the BOP to the CPP Bootcamp 104	1	Regis Room	Charlene Cabral
2:00-3:00	Dealing with Fluctuations in Property Values	1	Brandeis Room	Robin Federici



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2:00-3:00	Financial Responsibility and Ignition Interlock Device	1	Harvard Room	Kathy Cormier
2:00-3:00	What's Up ...Even MORE Homeowner Questions	1	MIT Room	Irene Morrill
2:00-3:00	E&O Examples - Personal Lines	1	Northeastern Room	Marshall Katz
2:00-3:00	Yoga	0	Suffolk Room	Ginny Wholley
3:15-4:15	Commercial Umbrella v Excess Policies - So Many Confusing Choices!	1	Brandeis Room	Robin Federici
3:15-4:15	What is a Commercial Vehicle?	1	Harvard Room	Kathy Cormier
3:15-4:15	What's Up - Miscellaneous Personal Lines Questions	1	MIT Room	Irene Morrill
3:15-4:15	Get Set Up for Success for Personal & Commercial Lines	1	Northeastern Room	Marshall Katz
3:15-4:15	Why am I stuck? Why can't I understand this stuff? Why am I NOT attracting what I want in my life?	0	Regis Room	Charlene Cabral
3:15-4:15	Big Event BINGO!	0	St. Botolph - 2 nd Floor	MAIA Staff
3:30-4:15	The Pre-Game Party for New Designation Holders (Invitation only)		Salon H - K 4 th Floor	
4:15-6:00	The Safety Zone: Game Night!		Salon A - E 4 th Floor	
SUNDAY, OCTOBER 28, 2018				
7:30-9:30	Breakfast		Suffolk Room	
9:00-12:00	Game Day 2018!	3	MIT Room	Marshall Katz
12:00	Lunch - to - Go		Area Outside of MIT	



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