



Massachusetts Association of Insurance Agents Annual Convention & Trade Fair
Marriott Hotel - Copley Place - Boston, MA
October 26, 27, 28 & 29, 2017

Email Address: _____
 Your Name (with your designations): _____
 Badge Name (as you wish it to appear on badge): _____
 Agency/ Company: _____ Address: _____
 City: _____ State/Zip: _____ Phone #: _____

PARTIAL REGISTRATION OPTIONS

Every attendee must register separately. Questions? Call Sheron at 800-742-6363

Check box(es) for classes that you plan on attending...
WE MUST KNOW WHAT CLASSES YOU WILL BE ATTENDING ON

THURSDAY, OCT 26TH

- \$185.00 Full-day Pre-Conference Intensives:
Includes CEs, Lunch & the Young Agents Opening Reception

- 9:00 AM - 5:00 PM
 - My How Personal Lines has Changed
 - Homeowners Bootcamp 101
 - E&O 2017
 - The New World of Commercial Lines Coverages
- 10:00 AM - 5:00 PM
 - CPJA 1: Position for Success
- 10:00 AM - 1:00 PM
 - State Mandated Training: Fraud
- 2:00 PM - 5:00 PM
 - State Mandated Training: Ethics 2017

Check box(es) for classes that you plan on attending...
WE MUST KNOW WHAT CLASSES YOU WILL BE ATTENDING ON FRIDAY

FRIDAY, OCT 27TH

- \$100.00 Personal Lines Professional (Part of the CPPL Designation)
You must attend both days to receive 14 CEUs (Friday meals not included)

FRIDAY, OCT 27TH

- \$185.00 COMPLETE Friday...Includes Ed Programs (Excludes CPPL/ LIC) Utica's Continental Breakfast Buffet Friday Trade Fair Pass Arbella's Gourmet Luncheon Boston Software's T.G.I.F. Reception
- \$55.00 Ed Program(s) Only Ticket ...Includes Friday Trade Fair Pass!
x _____ quantity of tickets (Excludes CPPL, LIC & CPJA)
= _____
- \$25.00 Trade Fair Only (Friday Pass)
- \$85.00 Arbella's Gourmet Luncheon
- \$25.00 Boston Software's T.G.I.F. Reception

Friday Show Hours:
 Open 9:00 AM - 1:00 PM
 Closed 1:00 PM - 2:15 PM
 Re-Opens 2:15 PM - 4:00 PM

- 8:45 AM - 11:45 AM
 - Key E&O Issues Inherent in the Sales Process
- 8:45 AM - 4:45 PM
 - CPPL: Personal Insurance Professional - Day 1
- 8:45 AM - 4:30 PM
 - P&C Licensing Program - Day 1
- 9:00 AM - 4:00 PM
 - CPJA 2: Implement for Success
- 9:00 AM - 10:00 AM
 - What does the MA Homeowner Get After a Loss to Their Dwelling...Maybe Not What They Think
 - Homeowner Bootcamp 102 - HO3 Perils Coverages A & B
 - Amending Commercial Liability - Additional Insureds and Certificate Issues
 - Can You "Drink" It All In?
 - ID Federation
- 9:15 AM - 11:00 AM
 - Stop trying to sell insurance policies and MASTER THE HUMAN-EDGE OF SELLING
- 9:00 AM - 10:30 AM
 - Cyberliability Panel: Exposures, Risk Mitigation and Coverage Solutions
- 9:30 AM - 11:15 AM
 - Social and Digital Marketing for Renewals
- 10:15 AM - 11:15 AM
 - Are There Any Issues With Using The Dwelling For Business...What About the Detached Garage
 - C/C/C and You ...Just What DOES Property Damage Liability Cover or Not
 - Belly Up to the Bar -- OR Maybe Not?
 - Homeowner Bootcamp 103 - HO3 Perils Coverage C
- 10:15 AM - 10:45 AM
 - Innovative Idea
- 10:45 AM - 11:30 AM
 - Pay for Training with work Force Training Funds... it's your money
- 11:00 AM - 11:30 AM
 - Innovative Idea 2
- 11:00 AM - 12:00 PM
 - MAIA's State Annual Meeting
- 2:30 PM - 3:30 PM
 - Homeowner Bootcamp 104 - HO3 Exclusions and Endorsements
 - Why I like the Countrywide PAP Over the MAP and Shouldn't We be Using The PAP Anyway
 - Do You Know...Whether Insuring the Building to Replacement Cost is Enough - Personal and Commercial Lines
 - Federal WC - Maritime and the LHWCA
 - Agency Perpetuation: Key Considerations for Agency Perpetuation and Access to Capital
 - The Basic Steps in Creating a Sustainable Culture of Wellness: What Not to Ignore
- 2:15 PM - 4:00 PM
 - Generating New Business through Social and Digital Marketing
- 2:30 PM - 4:00 PM
 - What are your Agency Values? Are you using them to your advantage?
- 2:30 PM - 4:30 PM
 - Opportunity Calling- The Next generation of Telephone Appointment-Setting
- 3:45 PM - 4:45 PM
 - Why in the World Does an Insured Need an Umbrella Policy For and Why Should We Sell One
 - Homeowner Bootcamp 105- HO3 Conditions & Loss Settlement 3 Current Gripes and Conundrums with Banks and Certificates Workers' Compensation and the HO Policy

Saturday Show Hours:
 Open 9:30 AM - 2:00 PM

SATURDAY, OCT 28TH

- \$185.00 COMPLETE Saturday... Includes Ed Programs (Excludes CPPL/ LIC), Utica's Breakfast, Trade Fair, Arbella's Lunch-on-the-Run & Safety Zone Reception
- *Required***
YES **NO** Will you be attending CPPL:Whole Person- Whole Employee (full-day program) offered on Saturday, Oct 28th?
YES **NO** Will you be attending CPJA 3: Sustain Success (full-day program)?
- \$25.00 Trade Fair Only (Saturday Pass)
- \$35.00 The Safety Zone's "Ignite into New Years Celebration" Reception
- \$55.00 Ed Program(s) Only Ticket ...Includes Saturday Trade Fair Pass!
x _____ quantity of tickets (Excludes CPPL, LIC & CPJA 3)
= _____

ONLINE at massagent.com
CALL Sheron at 800-742-6363
MAIL to MAIA, 91 Cedar Street, Milford, MA 01757
FAX to MAIA at 508-634-2930

Cancellations must be received in writing by October 13, 2017 to qualify for a refund. A \$35 administrative fee will be deducted. Replacements are welcomed and no-shows will be billed.

SUNDAY, OCT 29TH

- \$75.00 Sunday Game Day! ...Includes Breakfast, CEs & Lunch-To-Go

PAYMENT = Total Payment

1. Enclosed is my check for \$ _____ made payable to MAIA, 91 Cedar Street, Milford, MA 01757.
 2. I am paying by credit card. Circle one: VISA MASTERCARD AMEX
 Name (as it appears on card): _____
 Card#: _____ CSV#: _____ Exp. Date: _____ \$Amt. _____
 Address: _____ City: _____ State: _____ Zip: _____
 Signature: _____