Registator Information (Please Type or Print CLEARLY) – Attach your Business Card, if applicable.

Name
Name for Badge
Employer / Job Title
Mailing Address
Phone Number
E-Mail Address
Emergency Contact
Insurance Lic # *Need for CE
State Licensed:
State and Local Association
Designations
Guest Name /and for badge
Any dietary / ADA restrictions?

Ribbons (Select ALL that Apply)
Delegate
Alternate Delegate
International Officer
Current RVP
Council Director
Gold Timer
YNP
First Timer (members only)
Assistant
Past International Officer
Regional Director
Past Council Director
Local President
CWC Contestant
Past Regional Officer
Guest
CPIW/CPIM/CIIP
DAE
CLP
Speaker
Exhibitor/Vendor
MAL
Instructor

Registration Fee and Event Fees:

<table>
<thead>
<tr>
<th>Description</th>
<th>Cost</th>
<th>Quantity</th>
<th>Total Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Registration per person – Due by 10/01/2018</td>
<td>$147.00</td>
<td></td>
<td></td>
</tr>
<tr>
<td>“Education Day Only Registration” – Please contact Robin Souza</td>
<td>$ 30.00</td>
<td></td>
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<tr>
<td>Exhibitor Table</td>
<td>$ 25.00</td>
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<td></td>
</tr>
<tr>
<td>Fundraising Table (IAIP Members only)</td>
<td>$ 10.00</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Make your own sandwich  lunch buffet – for Friday only (subject to 25 minimum participants)</td>
<td>$ 20.00</td>
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<tr>
<td>Additional Guest – Welcome Party on Friday Night - Oktoberfest</td>
<td>$ 35.00</td>
<td></td>
<td></td>
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<tr>
<td>Additional Guest – Saturday Luncheon (including Silent Auction)</td>
<td>$ 25.00</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Additional Guest – Award Dinner on Saturday Night</td>
<td>$ 50.00</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total All</td>
<td>$</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Full Member Registration includes your entry to Education Classes (*CLP extra) and all Conference Events: Friday Welcome Party, Saturday Silent Auction Luncheon, and Awards Dinner on Saturday Evening. Additional event tickets are available for guests at an additional cost. Breakfast is included for hotel guests only.

Payment Methods
Check (w/copy of registration form) made payable to “Insurance Associates of Fresno” and Mail to: P.O. Box 25276, Fresno, CA 93729-5276. NOTE: A $25 FEE WILL BE CHARGED FOR ALL RETURNED CHECKS

REFUND POLICY: No Refunds or cancellation after 10/01/2018. To receive a full refund, the request must be in writing and received on or before 10/01/2018.

Questions: Contact Kim Combs at Kim.Combs@dibu.com or email at insassocfresno@yahoo.com
**EDUCATION OPTIONS – OCTOBER 12TH, 2018 – See attached for complete Course detail**

<table>
<thead>
<tr>
<th>Select</th>
<th>Time</th>
<th>Item</th>
<th>Description</th>
</tr>
</thead>
</table>
| ☐      | 8:30am – 10:30 am | Why We Struggle with Tough Decisions – CLP* No CE                    | Instructor: Sandy Joslin, AU, DAE, CIIP  
Note: You must purchase & download student guide and bring to class                                                                                     |
| ☐      | 9:00am – 10:00 am | Prop 64 – Legalized Cannabis No CE                                   | Instructor: Geeta Shah, State Fund Compensation Insurance                                                                                                  |
| ☐      | 10:00am – 1:30pm | Avoiding E&O for Ins Agents and Brokers 3 CE Credits                 | Instructor: Paul Migdal, The Greenspan Co  
Note: Includes lunch break                                                                                                                                     |
| ☐      | 10:00am – 12:00 pm | Safety Isn’t Rocket Science…Or Is It? 2 CE Credits                  | Instructor: Carl Morello, The Zenith Insurance Co                                                                                                              |
| ☐      | 12:00pm - 1:00pm | BOX LUNCH                                                             | Make your own sandwich Buffet (Subject to 25 minimum participants) Will include lunch meat, cheeses, condiments, salad, dessert                               |
| ☐      | 1:00pm – 5:00pm | Challenging Negative Attitude – CLP No CE                            | Instructor: Letitia ‘Tish’ Riley, CIIP, DAE, CLP  
Note: You must purchase & download student guide and bring to class                                                                                     |
| ☐      | 1:30pm – 4:30pm | Ethics 3 CE Credits                                                   | Instructor – Scott Smith, ServiceMaster by Benevento                                                                                                         |
| ☐      | 3:00pm – 4:00pm | California Experience Rating Plan – Simplifying the Experience Mod 1 CE Credit | Instructor: Lindsay Noorigian, The Zenith Insurance Co.                                                                                                                                                     |
| ☐      | 1:30pm – 2:30pm | Building Survival During a Wildfire 1 CE Credit                      | Instructor: Carl Morello, The Zenith Insurance Co                                                                                                          |

**HOTEL INFORMATION**

Hotel Piccadilly  
2305 W. Shaw Ave., Fresno, CA 93711  
Phone – 1-559-348-5520  
Block name – Insurance Associates of Fresno
GENERAL INFORMATION:

HOTEL INFORMATION - Hotel Piccadilly – 2305 W. Shaw Ave., Fresno, CA 93711
Phone – 1-559-348-5520 - Block name – Insurance Associates of Fresno

Hotel Piccadilly is a pet friendly hotel located in Northwest Fresno, in the heart of Fig Garden. The hotel is 10 miles from Fresno Yosemite International Airport, 7.5 miles from Fresno Convention Center, 90 miles from Yosemite National Park, and 65 miles from Sequoia and King’s Canyon National Park. It is home to a new restaurant, which features a full bar and delicious tapas. Property amenities include swimming pool and heated spa as well as a 9-hole putting green for golf lovers. Guests never have to venture elsewhere during their stay at Hotel Piccadilly.

ROOM RATES: $ 86.00 King / $96.00 2 Queens (plus taxes)
CHECK IN TIME: 3:00 PM
CHECK OUT TIME: 11:00 AM

HOTEL AMENITIES
Fitness center
Pet friendly environment
Free guest parking
Spacious rooms
32” and 37” LCD flat screen televisions

DirecTV HD
Free Wireless, high-speed Internet
Keurig K-Cup Single Cup Coffee Brewer System
Mini Refrigerator
Iron/Ironing Board

Make-Up Mirror
Hair Dryer
Telephone
Business Center
Full Breakfast

LEISURE/MEALS

The Friday Night Welcome Party and all meals on Saturday are included in your registration fee. For any meals not included, there is a new restaurant that features a full bar and tapas. There are fast food restaurants and sit down restaurants nearby as well as shopping centers.

COMMUNITY ACTION PROJECT

Additional information to follow.

ATTIRE

Dress for all seminars and business meetings are business casual.

Friday Night – Join us for Oktoberfest - Jump in your lederhosen, dirndls and more, party games galore!!! Traditional food will be served. You will not leave hungry.

Saturday Night – Awards Dinner – Business Casual/Semi-Formal

CLIMATE

Average daytime temperature in October is in the low 80s with the evening temperature in the mid 50’s.

SILENT AUCTION

Silent Auction Theme – Show Your State/International Flair – Each local association and/or MAL(s) will create a basket for auction to be held during Saturday’s Lunch. The basket should represent your favorite state, states or International location. Creativity always welcomed!
Avoiding Errors & Omissions for Insurance Agents and Brokers - The Greenspan Company / Adjusters International
Protect your clients, your organization and yourself by avoiding the mistakes that leave risks exposed and derail the insurance claim payment. Learn from Public Insurance Adjusters who see hundreds of insurance policies put to the test each year by fires, water damage, earthquakes, theft and other perils. When is a policyholder covered and when are they suddenly exposed? This class details areas where different kinds of mistakes are made, so you can avoid such dangers. Importantly, the class also provides insights and practical steps to identify obvious and hidden insurance needs. This helps the organization purchase insurance coverage that can withstand a major claim and the professional scrutiny that suddenly comes from all sides.

Prop 64 - Legalized Cannabis - Writing Cannabis for WC Insurance State Fund Compensation
This is an informative session on writing insurance now that Prop 64 has legalized Marijuana. Join us for information on the cannabis market, licensing requirements, underwriting issues and challenges.

Why We Struggle with Tough Decisions - IAIP CLP Leadership Course Open to All
How can you make a high-impact decision that is effective, practical and successful? By having a clear objective, gathering and evaluating information in a structured way, avoiding common decision traps, and by using your intuition to confirm and question your decision. This course will enhance your confidence and skill at making—and implementing—tough decisions, allowing you to increase your value to your organization and actively contribute to its success.

Safety Isn’t Rocket Science… or is it? - Zenith Insurance Company
Developing a safety culture that works in business can be difficult when P-Q-P, (Profits, Quality, Production) don’t involve and embrace it. The 1986 Space Shuttle Challenger disaster identified an alarming behavior that everyone does and needs to be recognized and changed to effectively integrate safety into the business model. This presentation will identify that behavior and relate it to effective accident investigation techniques and also discuss how common loss analysis efforts usually fall short of identifying the areas that truly need to be focused on to reduce injuries or loss exposures.

California Experience Rating Plan – Simplifying the Experience Modification Factor – The Zenith Insurance Company
Attend this seminar to learn about California’s experience rating plan and how experience modifications are calculated. You will learn CA rate and profitability marketplace cycles, recent changes to the experience rating plan, how payrolls and losses are used to determine the XMOD, the impact of claim frequency versus severity, Actual XMOD calculations using the 2018 Experience rating plan formula, what’s new for 2019.

Ethics “If you don’t live it, you don’t believe it” - ServiceMaster by Benevento
This program is a practical look at ethical decision-making. Instead of relying on “gut feel”, the process contained in this program takes the decision-maker through a logical course of action. Key objectives: 1) Define ethics/values / 2) Describe foundational and situational ethics / 3) Identify sources of ethical framework / 4) Practice method of decision-making.

Challenging Negative Attitude - IAIP CLP Leadership Course Open to All
In this course you will explore how to challenge individual negativity as well as how to protect yourself from the negativity of others. You will learn how to use a four-step process to use in coaching yourself and others to build optimistic responses to any given situation.

Building Survival During a Wildfire - Zenith Insurance Company
Buildings located in or near brush zones represent unique exposures for underwriters. This session provides detail on how a building can survive a wildfire and how the “characteristics of combustion” are the crucial factors in determining whether a building survives or not. The discussion will include the elements of assessment, evaluation, pricing, and process. Agents that write property that can be affected by a wildfire need to understand this issue as allows them to be a better consultant with their clients on the issues that building loss.