



## MID-AMERICA INSURANCE CONFERENCE

JOIN US FOR OUR  
2017  
CONFERENCE



### Conference Schedule of Events

#### Sunday, November 5

- 2 p.m. Board Meeting
- 5:30 - 6:30 p.m. Chairman's Reception (All Invited)
- 6:30 - 8 p.m. Dinner Buffet

#### Monday, November 6

- 8 a.m. Continental Breakfast and Registration
- 9 a.m. General Agenda Agents Meeting
- 11 a.m. Conference Luncheon (All Attendees)  
ISO Presentation
- 1- 4 p.m. General Agenda Agents Meeting  
Company Delegates Meeting with ISO
- 5:30 - 6:30 p.m. ISO Reception (All Invited, Cash Bar)  
Dinner on Your Own

#### Tuesday, November 7

- 7:30 - 8 a.m. Continental Breakfast
- 8 a.m. - Noon General Agenda Meeting (All attendees)

**Nov. 5-7, 2017**

**Embassy Suites by Hilton Kansas City  
International Airport  
7640 NW Tiffany Springs Parkway  
Kansas City, MO 64153  
Hotel: 816-891-7788  
Direct: 816-801-2221**

Administrator  
Kansas Association of Insurance Agents  
815 SW Topeka Blvd.  
Topeka, KS 66612  
800.229.7048 | 785.232.0561 | fax: 785.232.6817

### Why You Should Attend

#### Agents

Each year, local independent agents from member states get together with company representatives, the Insurance Service Office and the National Council on Compensation Insurance to review important agenda items that producers submit.

Thousands of agenda items have been considered, resulting in meaningful improvements in the coverage we are able to offer today. Some of these agenda items require extensive consideration, resulting in years of research and hard work before the necessary changes are implemented.

#### Companies

Attendance by insurance company employees is both wanted and appreciated. Your perspective on issues is valuable to the discussions. Insurance companies attending the conference benefit by discovering first-hand items of importance to agents, including items that may lead to national filings.

### Visit

**[www.matcinsurance.com](http://www.matcinsurance.com)  
to register today**

#### Hotel

**Embassy Suites by Hilton Kansas City  
International Airport  
7640 NW Tiffany Springs Parkway  
Kansas City, MO 64153  
Hotel: 816-891-7788  
Direct: 816-801-2221**

#### Questions?

Call Morgan Schultz at 800.229.7048, fax 785.232.6817 or email, [morgan@kaia.com](mailto:morgan@kaia.com)

Visit [www.matcinsurance.com](http://www.matcinsurance.com) to register or for more information

# Mid-America Insurance Conference

## Who We Are

Since 1934, the Mid-America Insurance Conference has been serving the American agency as a forum for discussion on topics such as property casualty coverages, rules, forms and other technical aspects within the insurance industry. These discussions often lead to recommendations by agents for positive change.

## Mission Statement

The Mid-America Insurance Conference shall serve the American agency system as a forum for discussion on topics of property and casualty insurance coverages, rules, forms and other technical matters. It shall seek to provide positive and pro-active improvements in these areas.

## 2017 Officers

### Chairman

Greg Deimling, CPCU ARM CRIS AMM  
Globe Insurance Agency  
6127 Wasigo Dr.  
Cincinnati, OH 45230  
greg.deimling@mdnconsults.com

### Treasurer

Terry Friedman, CPCU  
Friedman Insurance  
P.O. Box 759  
Dubuque, IA 52004-0759  
563-556-0272  
friedman@friedman-group.com

### Secretary

John Putnam  
Putnam Assurance & Risk Services  
2473 Craycroft Drive  
Colorado Springs, CO 80920-1417  
jeputnam@aol.com greg.deimling@mdnconsults.com

### Past Chairman

Paula Merollis, CIC CISR CAWC  
Wells Fargo Insurance Services USA  
4000 Town Center, Ste. 800  
Southfield, MI 48075  
248.948.5617  
Paula.merollis@wellsfargo.com

### Board Members

Maria Dressman, CIC CAWC  
Elliott Insurance Group  
3645 SW Burlingame Rd.  
Topeka, KS 66611-2093  
785-336-2393  
maria@elliottinsurance.com

David Walker  
Mills & Sons, Inc.  
110 W. Jefferson St.  
Clinton, MO 64735  
660-885-3368  
dwalker@millsinsurance.com

Michael D. Iverson  
Snellings Walters  
1117 Perimeter Center West, W101  
Atlanta, GA 30338  
770-396-9600  
miverson@snellingswalters.com

### ISO Contact

Peter Quirk  
Insurance Services Office  
2525 Cabot Dr., Ste. 105  
Lisle, IL 60532  
630-955-1080, ext. 225  
pquirk@iso.com

### Administrator

Kansas Association of Insurance Agents  
Contact: Morgan Schultz  
815 SW Topeka Blvd.  
Topeka, KS 66612  
800-229-7048  
morgan@kaia.com

## Member States



Arkansas	Minnesota
Colorado	Missouri
Florida	Nebraska
Georgia	New York
Illinois	North Dakota
Indiana	Oklahoma
Iowa	South Dakota
Kansas	Texas
Kentucky	Wisconsin
Michigan	Wyoming

## Recent Past Chairmen

1999	Charles Schramm, CIC, CPCU, ARM, AAI	Illinois
2000	Dan Gabriel, ARM	Minnesota
2001	Dan Gabriel, ARM	Minnesota
2002	Danforth Loring, CPCU	Nebraska
2003	Carrol Hess, CIC, CPIA	Missouri
2004	Doug Buckles, CIC, CPCU	Kansas
2005	Beverly Messer, CIC	Indiana
2006	Bart Tucker, CIC, CPCU, CLU	Texas
2007	Danforth Loring, CIC, CPCU	Nebraska
2008	Fred Perkins, CPCU	Oklahoma
2009	Terry Friedman, CPCU	Iowa
2010	Julie Herring, CIC	Illinois
2011	John Konechne, CPCU, ARM	Michigan
2012	Darren Hart, CIC, LUTCF	Wyoming
2013	Tim McClendon, CIC, CWCA	Texas
2014	Andy Burkart, CPCU, CLU, RHU, AAI	Wisconsin
2015	Kent Anthony, CIC CFP CMFC RFC	Kansas
2016	Paula Merollis, CIC CISR CAWC	Michigan