

**Buy/Sell Breakfast with Al Diamond**

Monday, June 28th 7:45 am - Join us for this informative breakfast session. A 32-year veteran insurance expert, Al Diamond, president of Agency Consulting Group, Inc. is a nationally-known agency management consultant and expert on agency valuations. Al will share keen insights from his vast experience in guiding the sale of P&C independent agencies internally (Perpetuation) and externally (Divestiture). This breakfast will precede the Agency Ownership Transfer Panel Discussion which Al will moderate at 9 a.m.

**Agency Ownership Transfer**

Monday, June 28th 9 am - Noon - A lively agent panel discussion, moderated by Al Diamond, president of Agency Consulting Group, Inc. Panelists include some of your PIA friends and colleagues who have successful experience in buying and selling agencies: Rick Balak, CIC, Gateway Insurance Service, VA Beach; Bob Burton, CIC, Burch-Hodges-Stone Agency, Martinsville; Joan Dore, CIC, Alliance Insurance Services, Washington, DC; Jeff Brown, CIC, Brown's Insurance, Manassas, and Harley Showalter, CIC, retired, Harrisonburg. This will be an informative session where you will have the opportunity to get your tough questions answered. Whether you plan to buy or sell in the short term or long term or perpetuate your agency by other means - this session will provide valuable real-world information that you need to know.

**One on One Consultations with Al Diamond**

Following this session, you will have the opportunity to schedule a private consultation with Al Diamond on Monday afternoon. A great opportunity to ask questions based on your specific plan.

**PIA Carrier Innovation Showcase**

Tuesday, June 29th 9 am - 12 pm - A number of exciting innovations and service improvements are on the horizon from some of your carriers. This is your opportunity to come hear about new company product and service offerings directly from senior company officials and get updates on exciting new process improvements from carriers that can build your productivity and agency profitability. Find new product lines that will help you improve your bottom line. In 30 minute segments, carrier executives will cover what's new and different for independent agents. (Participating companies will be announced prior to the session)

**Laws & Regulations (2LR)**

Tuesday, June 29th 12:15 - 2:15 pm - SCC Bureau of Insurance Senior Staff will discuss the latest regulatory issues, insurance law changes and operational concerns that effect the insurance industry. This is a luncheon session. CE Approved - 2LR

**E&O Prevention (CE pending)**

Tuesday, June 29th 9:00 am - 12:00 pm - Consultant for Utica Mutual's Errors & Omissions Curt Pearsall, CPCU, AIAF, will facilitate this 3-hour session on Agents' E&O exposures from writing Personal Lines. Class counts toward Utica E&O premium discount. CE Pending



Register On Line: [www.piavadc.com](http://www.piavadc.com)

The Professional Insurance Agents Association of Virginia & D.C.

875 I Park Central Dr., Suite 140  
Richmond, VA 23227

Phone: 804/264-2582

Fax: 804/266-1075

[www.piavadc.com](http://www.piavadc.com)

E-mail: [nancy@piavadc.com](mailto:nancy@piavadc.com)



**2010 Annual Convention & Trade Fair**

**June 27-29, 2010**

**Williamsburg Lodge**

**PIA's Got Talent!**

**The Professional Insurance Agents Association of Virginia & D.C.**



## Convention Schedule of Events

### Sunday, June 27, 2010

9:00 am	Exhibitors' Set-up
11:00 am	Conference Registration Opens
11:30 am	First Timers & New Member Meet & Greet** Luncheon
1:00 – 6:00 pm	Trade Fair Opens
5:00 – 6:00 pm	Trade Fair Reception – Door Prize Announcements
7:00 pm	Young Professional Dinner* (additional fee for non-YPC registrants)
7:00 pm	Dinner on your own (if not w/YPC)
9:00 pm – until	Hospitality Suite Open

### Monday, June 28, 2010

7:45 - 8:50 am	<b>Buy/Sell Breakfast with Al Diamond</b>
9:00 am - Noon	Session: <b>Agency Ownership Transfer Panel Discussion</b> <i>Moderator: Al Diamond, Agency Consulting Group</i>
10:00 am	Spouses & Guest function & Lunch*
12:15 – 1:30 pm	CIC /CISR /CRM /CPIA Conferment Lunch
1:30 pm	Golf Tournament Shotgun Start* (Box Lunches provided) - CW Green Course
Afternoon	Free Time / Family Activities / Hospitality Suite Open <i>One on One consultations with Al Diamond available Monday</i>
6:00 pm	CIC Reception**
7:00 pm	Dinner w/ Special Olympics and 'PIA's Got Talent' Show
10:00 pm	Hospitality Suite Open

### Tuesday, June 29, 2010

8:00 – 8:50 am	Awards Breakfast & Business Meeting
9:00 – 11:00 am	<b>Carrier Innovation Showcase</b>
9:00 am–12:00 pm	Session: <b>E&amp;O Loss Prevention Seminar</b> (Credit Pending )
12:15 –2:15 pm	Session: <b>VA Laws &amp; Regulations Lunch</b> (2LR) <i>Facilitator: Bureau of Insurance Staff</i>
Afternoon	Lawn Bowling / Free Time / Family Activities / Hospitality Suite Open
6:00 pm	Past President's Reception**
6:30 pm	Closing Reception
7:00 pm	Awards Dinner Banquet
9:00 pm	Hospitality Suite Open

\*Additional fee may apply (inquire w/ PIA VA/DC)

\*\*by Invitation Only

## PIA Events.....in more detail

**YPC Dinner** - Young Professionals will continue the tradition of amazing food paired with great wine which makes this a wonderful evening you won't want to miss! Over 45 and still want to attend? Just register under 'Optional Events' and you'll be on your way.

**Spouse/Guest Lunch Event** - Register as a Full Spouse/Guest and this event is included in your registration. However, anyone can participate in this event, simply register under 'Additional Events' on the form. Lunch is included. (Additional event details will be available on our website)

**First Timer & New Member Meet & Greet Lunch** - This event is by invitation only. All first time convention attendees and all new PIAVA/DC members are encouraged to attend this informal lunch event with the PIA Board of Directors. Learn more about the value of your PIA member benefits and how to get the most from your convention attendance.

**Annual Golf Tournament** - Colonial Williamsburg's Green Course will host this year's tournament. Anyone can play in this event. Many prizes to be awarded. Be sure to register!

**Monday Dinner & Entertainment** - Network with industry professionals and get acquainted with new & old PIA friends while enjoying dinner. This year PIA will host their own version of 'PIA's Got Talent' based on the popular television reality series.

**Special Olympics of Virginia** - PIA's charity of choice is the Special Olympics of Virginia. PIA raises money during events throughout the year for this worthy charity. The PIA Philanthropy committee will host a Silent Auction at the convention so be sure to stop by and place a bid for the items on display. Join us for Monday's dinner to hear an inspirational story from an amazing Special Olympics athlete.

**Meals** - If you register as a Full Convention Attendee all scheduled meals are included. The only additional meal you would pay for is Sunday night dinner. Register to join us for the YPC Dinner or you may opt to have dinner on your own Sunday evening. We ask that you mark on your registration form which meals you will be attending in order to help us plan more efficiently. Those using the a la carte portion of the registration form should register individually for the meals they will attend.

## PIA VA/DC Trade Fair

**Trade Fair** - Visit the largest Virginia insurance trade show for the latest innovations, products & markets for your business. Cash door prizes will be awarded throughout the show. Over 60 exhibitors will be showcasing their new products and money-making services for you - the independent agent!



## Hotel Lodging

### The Williamsburg Lodge

310 South England Street  
Williamsburg, VA 23185

[www.colonialwilliamsburgresort.com](http://www.colonialwilliamsburgresort.com)

Phone: (757) 253-2277

Toll Free 1-800-HISTORY

**Reservations:** On-Line Reservations are preferred, however you may contact Colonial Williamsburg  
**Reservations Line: (800) 261-9530**  
**Monday - Friday only 8:30 am-5 pm**  
**Mention Booking ID: NATF10E when calling**

### On-Line Reservations:

<https://resweb.passkey.com/go/natf10e>

### PIA Group Rate: \$199 (plus tax)

*There are a limited number of rooms available at the Williamsburg Woodlands hotel at \$139. Ask Reservations Clerk for details.*

### Reservation Deadline: May 25, 2010.

Check In: 4:00pm Check Out: 11:00am

**Reserve Early for best availability!**