



# A CAPITAL CONVENTION

## SEPTEMBER 27-28, 2022 LINCOLN, NE

### *CAPITAL IDEAS: A MEETING OF THE MINDS*

#### Schedule of Events:

#### Sept. 27 – Tuesday

**11:00 AM** – Golf Outing at NuMark Golf Course – 4944 S. 89th St in Lincoln

**5:00 PM** – Cocktails & Social Hour

**6:00 PM** – Awards, Dinner and Keynote  
by **Chris Paradiso**

- Data & Social Media
- How to Attract New Business with Technology
- Technology: Tools, Tips and Trends
- Retention is the Foundation of Every Agency

#### Sept. 28 – Wednesday:

**9:00 AM** – "Errors, Omissions and Ethics- It **IS** Personal" – Approved in NE/IA for 3 Ethics CE & Utica Loss Control Discount

by **Jennifer Walker**

**12:00 Noon** – Informative Member Panel Discussion on PIA Benefits with a Box Lunch  
by **Madeline Stern**

Convention Events at:

**Courtyard by Marriott – Haymarket**  
808 R Street  
Lincoln, NE 68508

#### Our Speakers:

**Christopher Paradiso**  
Agency Owner, Publisher of *Be the Last Agent Standing*, and  
Insurance Geek/Speaker  
Stafford Springs, CT



**Jennifer Walker**  
JD, CIC, CRM, CPCU, AIC,  
AIM, ALCM, ARM  
Walker Risk Consulting  
Clive, IA



**Madeline Stern**  
PIA National  
Director of Marketing  
Alexandria, VA



402-392-1611



education@planeia.com



www.PIANEIA.com

## FULL CONVENTION & GOLF REGISTRATION: \$150 – Members and \$195 – Non-Members

### Includes Golf and all Convention Activities

#### GOLF OUTING at NuMark Golf Course

(formerly known as HiMark Golf Course)

Date: **Tuesday, September 27, 2022**

Time: **11:00 AM - Shotgun Start**

**4-person Scramble**

**Lunch Provided**

Mulligans available for purchase at golf course.

Funds raised go towards our PIA Scholarship.

No Foursome? No Problem! Sign up as a single player, or with a partner. We will do the rest!

**Golf: \$70/Members or \$90/Non-Members Includes green fees, cart, lunch, prizes & 2 drink tickets**

#### NuMark Golf Course

4944 South 89<sup>th</sup> Street

Lincoln, NE 68526

(402) 488-7888



#### Convention at Courtyard by Marriott

Book your Hotel room at special PIA rate of \$132.00 by calling hotel directly at (402) 904-4800

Sept. 27: **5:00 PM - Cocktail/Social Hour**

**6:00 PM - Awards/Dinner/Keynote by**

**Chris Paradiso – Agency Owner/Insurance Speaker**

“Data, Technology, Retention & Social Media”

Sept. 28: **9:00 AM – “Errors, Omissions, and Ethics - It IS Personal” by Jennifer Walker**

(Approved for 3 Ethics CE in NE & IA and Utica Loss Control Discount w/Proper Agency Members in Attendance.)

**12:00 Noon – Informative Member Panel**

Discussion on PIA Benefits and Box Lunch with Madeline Stern

**Convention: \$80/Members or \$105/Non-Members**

#### Courtyard by Marriott – Downtown

808 R Street

Lincoln, NE 68508

(402) 904-4800



NAME			
ADDRESS			
COMPANY/AGENCY			
CITY/STATE/ZIP			
PHONE		EMAIL	

Group of Four for Golf:

1.	2.
3.	4.

**Payment Information:** Payment is due upon registration. Cancellation fees will apply within 14 days of the event.

Amount Enclosed:	Check #:
Card Number:	
Exp. Date:	
Signature:	

**Register Online: [www.PIANEIA.com](http://www.PIANEIA.com)**

Mail to: PIA of NE/IA

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Questions: [education@planeia.com](mailto:education@planeia.com)