

IAMIC's 128th Annual Convention and Trade Show  
August 23 - 26, 2009 Embassy Suites, East Peoria, IL

# LEGACY

*Challenge and Change*



**ILLINOIS ASSOCIATION OF  
MUTUAL INSURANCE COMPANIES**

P.O. Box 116  
Ohlman, IL 62076



# Convention Program\*

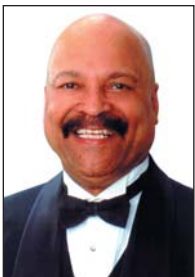
\* Subject to change

## SUNDAY, AUGUST 23, 2009

- 4:00 – 7:00 Registration— *The TIME is Now*
- 5:30 – 7:30 Embassy *Happy Hour*
- 7:30 - ?? Maxine's "It's Five O'Clock Somewhere Party"  
*Bring your favorite Caribbean wear and party in our tropical paradise as we kick off the 2009 Convention with a BANG!*

## MONDAY, AUGUST 24, 2009

- 7:00 – 9:00 Registration— *The TIME is Now*
- 7:30 – 8:30 Prayer Breakfast— *A TIME to Reflect*
- 8:30 – 10:30 OPENING GENERAL SESSION—  
*Somewhere In TIME*  
Featuring Special Industry Guest



Guest Speaker: **Harvey Alston**  
*You Are the Best!* — Believe in yourself and don't hesitate to let others know that you are great! Expand your mind and continue to grow. Strive to achieve excellence in all that you do, for God knew what He was doing when He created you. Think before you act, work before you rest, and let the world know that you are the "BEST."



- 10:30 – 11:00 Refreshment Break— *TIME Out*
- 11:00 – 12:15 EDUCATION SESSION—  
*It Was the Best of TIMES,*  
*It Was the Worst of TIMES*  
General— *CEO Roundtables*  
Presented by: **Terry Wendorff**, WRC Group, **Steve Crawford**, Grinnell Mutual, **Frank Bigley**, Farmers Mutual Hail, **Malcolm Rowland**, Rockford Mutual
- This presentation will bring all the reinsurers together for a question and answer session! You will be able to learn the differences in per risk vs quota share, retention amounts, claims handling, reimbursement turnaround, etc., in addition to finding out what changes to expect from our reinsurance programs due to the current economic crisis. This is one session that will help you prepare your Mutual for the future!*



- 12:15 – 1:50 Annual Business Meeting & Luncheon  
*News TIME*
- Presentation of Company Achievement Award & Volunteer of the Year Award
  - Annual Business Meeting (Note: Delegates will sit at reserved tables for voting issues.)



- 12:15 – 3:00 Auxiliary Annual Business Meeting & Luncheon— *It's a Manner of TIME*  
Guest Speaker: **Marian Richter**  
*With today's busy lifestyles, we don't always take the time to learn about and to practice good manners. This program will help you be more confident in dining situations and provide some new ideas to reduce stress. The program will include three topics:*  
— *Polish at the Dining Table*  
— *Travel with Grace and Style*  
— *Giving Thanks*

- 1:50 – 2:00 Refreshment Break— *TIME Out*
- 2:00 – 6:00 Trade Show Setup
- 2:00 – 4:30 EDUCATION SESSION— *Just in TIME*  
**Director's Module: Financial Management & Growth**  
\*\* NAMIC Director School Certification  
Presented by: **Art Meadows**, President & CEO, Panhandle Farmers Mutual Insurance Company Moundsville, W.V.



*This session will outline the efforts, changes, decisions, and direction that were taken to bring the company back from near financial ruins to a vibrant, financially strong company in less than five years. Attendees can expect to obtain straight-forward information regarding the overall basis as to what caused the financial issues and step-by-step details of what occurred to turn the company around. We will also review how the surplus grew by 650 percent during this period of transition. The session will also include what advancements were made in technology and how this assisted in the recovery. Join us for an open and frank discussion, including opportunities for audience participation.*

- 5:30 – 7:30 Embassy *Happy Hour*
- 7:00 – 10:00 Dinner and Entertainment  
*Following a delicious meal, sit back and enjoy some toe-tapping entertainment as Dueling Pianos pick up the pace in "double time!"*

## TUESDAY, AUGUST 25, 2009

- 7:30 – 3:45 Trade Show— *It's Show TIME*
- 8:30 – 9:30 OPENING SESSION— *Seize the Moment*  
Guest Speaker: **Rolf Carawan**  
*Tougher Than the Times: Thriving Through Change and Challenge* – To compete in this constantly changing culture, the ability to make challenging times work to your advantage is crucial for success. In this hard-hitting,





but surprisingly funny presentation, walk away with...

- Powerful ways of thinking that will energize and mobilize you through change and adversity
- Strategies to leverage hard times into radical employee and customer loyalty
- The secret to coaching 4 different personality types, resulting in increased employee performance
- Practical keys to help overcome the emotional impact of change

9:30 – 10:00

Visit the Trade Show— **Intermission**

10:00 – 3:00

Auxiliary Winery Tour & Shopping Excursion

**Have a Grape TIME** — Board the bus at 10:00 to visit the Kickapoo Creek Winery. After lunch we will stop by the Grand Prairie Mall for some **Last Minute Shopping**.

10:00 – 11:15

EDUCATION SESSION—

**International Dateline**

Guest Speaker: **Shaun Tarbuck**, Chief Executive Officer, International Cooperative and Mutual Insurance Federation (ICMIF)

Shaun will be speaking on mutuality, demutualization, governance, marketing and other strategic issues affecting the mutual and cooperative insurance sector. Shaun will be focusing on the value that mutuals bring to the insurance industry and the effects worldwide. This is one session that will offer you an international perspective!

11:15 – 12:00

Visit the Trade Show— **Intermission**

12:00 – 2:00

Industry Luncheon— **The Daily News**

Guest Speaker: **Bruce Thomas**, 2009 Chairman NAMIC

2:00 – 2:30

Vendor Panel— **10 Minutes of Fame**

2:30 – 3:00

Visit the Trade Show— **Intermission**

3:00 – 4:15

CONCURRENT SESSIONS

Director's Module: Insurance Regulatory Environment— **TIMES are Changing**

\*\* NAMIC Director School Certification

**Presented by: Phil Lackman**, VP of Government Affairs, IAMIC

Phil will bring us up to date with current legislative and political issues that directly and indirectly affect our industry. Recognizing that all industry changes will determine the course that our future takes, this session will help your board gain the knowledge needed when developing strategic plans. In order to actively have our voices heard in Springfield and Washington DC, we must unite as one voice

with one message. Knowing what challenges we face will help you make the commitment to join our team!



Management Module: Arson Investigations

**It's a Dog Gone TIME**

Presented by: Fire Marshall Arson Dog and Trainer

The benefit of using arson dogs in fire investigations is the dog's ability to quickly pinpoint the location of accelerant residue, which saves the arson investigator time at the fire scene. What once took a person hours or days to uncover, a dog can now find in a matter of minutes. We will have a trained law enforcement officer along with his K-9 partner (arson dog) to demonstrate the techniques used in investigations. This crime has an impact on all communities and the arson dog is a resource that can help fight this crime. Join us for this exciting and informative session!

5:30 – 7:00

Embassy **Happy Hour**

5:45 – 6:45

Complimentary Photo Session

6:30

Banquet Doors Open

7:00 – 10:00

Banquet

7:00 – Dinner

8:00 – Chairman's farewell Speech & Awards — LAUTUM Award Presentation — New Chairman Recognition — Chairman Swearing-in Ceremony

8:30 – Entertainment

Speaker: **Karen Mills**



Karen first started entertaining crowds in the sports arena. She played basketball at the University of Tennessee at Chattanooga where she earned All-American honors and was inducted into the Hall of Fame. Karen Mills is a veteran comedian who has headlined clubs and worked theaters across the country. One of 78 million baby boomers, Karen finds humor in the "new midlife," ever changing technology and the reason she became a comedian— "because funny follows me!" A native of Tennessee, this southern girl makes one thing clear, "I am NOT a southern belle, unless I need to be..."

**WEDNESDAY, AUGUST 26, 2009**

— **A TIME TO UNWIND** —

9:00 – ?

Trap Shoot and Lunch— See last page for details

10:00 – ?

26th Annual David L. King Golf Outing and Lunch— See last page for details



# Convention Details



**DON'T DELAY! THE CLOCK IS TICKING!**

## AUXILIARY PROGRAMS

The Auxiliary program on Monday will consist of the business meeting, luncheon, and an etiquette program. On Tuesday, Auxiliary attendees will be touring Kickapoo Creek Winery and going to Grand Prairie Mall for shopping. Transportation and lunch will be provided.

## ANNUAL BUSINESS MEETING

In addition to board nominations, financial reports and committee and Chairman-Elect reports, this year's Annual Business Meeting, scheduled for Monday, August 24, 2009 at 12:15 p.m. will also feature a luncheon.

## SPONSORSHIP

Companies that can assist in defraying some of the costs of the convention are currently being sought. A sponsorship brochure was mailed to each company. Any company or individual able to donate to help in sponsoring the programs would be greatly appreciated. If you or your companies are interested in donating, please contact the IAMIC office at 800-694-2642. Sponsorships must be made by **JULY 20** to be recognized in the program booklet which is given to all attendees.

## WHAT TO WEAR

- *Casual Attire/IAMIC Polo:* Golf Outing and Trap Shoot
- *Caribbean/Tropical Prints:* Sunday evening kick-off party
- *Business Casual Attire:* General & Education Sessions
- *Semi-Formal Attire:* Annual Banquet

## PRAYER BREAKFAST

During our annual Prayer Breakfast we pause to remember friends and colleagues who have passed. We will be entertained with Christian music that will touch your heart and soul. Be sure to notify the IAMIC office of any deceased members from your company so that we can mention them in our program. This event is one you won't want to miss!

## TRADE SHOW

The Trade Show will be open Tuesday, August 25. We will serve complimentary refreshments and will have a sitting area available for you to visit with friends and colleagues. Stop by the IAMIC booth for prize opportunities!

## COMPLIMENTARY PHOTOS

We will once again offer complimentary photos for all attendees. This year you will receive a complimentary picture which will be printed on site and available after the banquet program. Join us before the banquet to capture the atmosphere and treasured memories of this convention!

## CONTINUING EDUCATION

We have applied to the Illinois Division of Insurance for six hours of continuing education credit for Monday, August 24 and six hours for Tuesday, August 25.

## REGISTRATION

	On or Before July 31	After August 1
<b>FULL Registration</b>		
IAMIC Members	\$200	\$250
Non-Members	\$250	\$300
Monday ONLY <b>IAMIC Members</b>	\$130	\$180
Tuesday ONLY <b>IAMIC Members</b>	\$150	\$200
Monday ONLY <b>Non-Members</b>	\$180	\$250
Tuesday ONLY <b>Non-Members</b>	\$200	\$275

Full registration includes admittance to the Opening Celebration, Trade Show, Opening, General Sessions, Education Sessions for Managers and Directors, the Annual Business Meeting Luncheon or Auxiliary Business Meeting, Program & Luncheon, the Annual Banquet, Industry Breakfast, Refreshment Breaks, not to mention the great networking that goes on during the convention. Please make plans to join us for this fantastic event, but remember to book your room at the Embassy Suites and register by **July 31** to get the reduced rate.

## ACCOMMODATIONS

**Important Information:** When we contract with a hotel for a conference, the hotel relies upon the revenue that is generated by food, beverage, meeting room and guestroom sales. When our group sales fall below the contract obligations, we are penalized. This penalty, which can be quite substantial, can be avoided. By booking your guestroom at the host hotel, you will receive a beautiful, specially priced guestroom room, AND you will help us to live up to our contractual commitment and keep future program fees in line.

To reserve a guest room for the convention, please contact the hotel directly, making sure to mention IAMIC to receive the special group room rate of \$129. This will include a free breakfast and access to the Embassy Happy Hour to all overnight guests. Please keep in mind that any rooms not reserved by the cut-off date, July 31, 2009, will be released to the general public and will be available on a space-available basis only and may not be at the special room rate. Please also note that the hotel will assess an early check-out fee of \$25 should you check out of our room prior to the reserved checkout date. To avoid this fee, please advise the hotel at or before check-in of any change in your planned length of stay.

**Embassy Suites Hotel** ..... 309-694-0200  
100 Conference Drive, East Peoria, IL 61611  
[www.embassysuiteseastpeoria.com](http://www.embassysuiteseastpeoria.com)

**Room Rate:** \$129 IAMIC rate – please mention the Association to get the discounted rate.

**Parking:** Free

**Check-in:** 3:00 p.m.

**Check-out:** 12:00 p.m.

**Room Release Date:** July 31, 2009

**Directions:** Take I-74 to Riverfront Drive, take a left on River Road, turn right on Conference Center Drive and the hotel is located on the Illinois Riverfront. Or, take I-474 East to Main Street (East Peoria) exit. Turn left on Main Street. Go three miles, take left on Camp Street.

# Awards



## THE LAUTUM AWARD

The highest honor of our association, the Lautum Award, will be presented to someone at our Annual Banquet on August 25. The coveted award will be presented to a person who has earned the respect and high regard of his or her colleagues, and who has contributed greatly to the Illinois Association of Mutual Insurance Companies and their community.

If you know an IAMIC member who you feel is deserving of this distinguished award, please complete and return this form to the IAMIC office. All nominations are kept in consideration for five years. Previous award winners are not eligible.

Nominee's Name \_\_\_\_\_

Company Affiliation \_\_\_\_\_

Background Information \_\_\_\_\_

Nominated By (optional) \_\_\_\_\_

Company Affiliation \_\_\_\_\_

Please return this nomination (or apply online at [www.iamic.org](http://www.iamic.org)) by July 20 to: IAMIC, P.O. Box 116, Ohlman, IL 62076, or fax to 888-403-0935.

## THE VOLUNTEER OF THE YEAR AWARD

We recognize one of our volunteers with the Volunteer of the Year Award. This award is to recognize an individual for their tireless work on behalf of the association. IAMIC is nothing without its many volunteers. Join with us at the Annual Business Meeting when we recognize a member who has gone above and beyond for the members of IAMIC.

## THE COMPANY ACHIEVEMENT AWARD

The 2009 Company Achievement Award will be presented at the Annual Business Luncheon on August 24. This award is presented annually to a company to recognize a wide, ever-changing variety of criteria. Some of these items include, but are not limited to, Director Participation, Policyholder Surplus, Economic Growth, Longevity and Stability, Educational Commitment, Mission Statement/Marketing Plan, Community Involvement, Loss Prevention, Agent Development, Innovation and Enthusiasm.

Let us know how your mutual has worked with any of the above-mentioned items. Share with us how your company overcame its greatest challenge or obstacle. Welcome too would be pictures of the office and staff. Also, send along advertisements or a copy of your brochure, if available. All applicants will be eligible for award consideration for the year of submission plus four years. Take this opportunity to recognize your Board Members diligence and your staffs dedication and hard work.

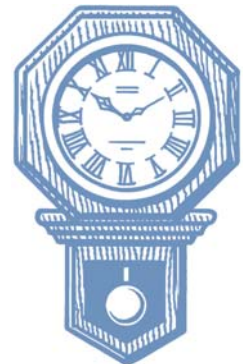
Please send your application for the Company Achievement Award (or apply online at [www.iamic.org](http://www.iamic.org)) by July 20 to: IAMIC, P.O. Box 116, Ohlman, IL 62076 or fax to 888-403-0935.

## THE FIRE DEPARTMENT OF THE YEAR AWARD

Here's a great chance for you to help recognize the efforts of your community's fire department. The IAMIC Fire Department of the Year Award will be presented at the Industry Breakfast on August 19. The award recipient will be selected through nominations submitted by you, our members. The award is designed to honor those courageous, hard-working and vital members of our communities – our fire departments. Please take a moment to write a letter listing the fire department you are nominating and the reasons they are deserving of being named the Fire Department of the Year.

Please submit your nomination for the Fire Department of the Year Award (or apply online at [www.iamic.org](http://www.iamic.org)) by July 20 to:

IAMIC  
P.O. Box 116  
Ohlman, IL 62076  
OR  
Fax to 888-403-0935





**FULL REGISTRATION**

	Total Number of Registrations	Amount Due
Member/Auxiliary (\$200 thru July 31; \$250 after August 1) .....	X _____	= \$ _____
Non-Member (\$250 thru July 31; \$300 after August 1) .....	X _____	= \$ _____

**IAMIC MEMBERS ONE DAY ONLY**

Monday ONLY (\$130 thru July 31; \$180 after August 1) .....	X _____	= \$ _____
Tuesday ONLY (\$150 thru July 31; \$200 after August 1) .....	X _____	= \$ _____

**NON-MEMBERS ONE DAY ONLY**

Monday ONLY (\$180 thru July 31; \$250 after August 1) .....	X _____	= \$ _____
Tuesday ONLY (\$200 thru July 31; \$275 after August 1) .....	X _____	= \$ _____

**☺ DIRECTOR CERTIFICATION**

	Total Number of Registrations	Amount Due
Director's Module Monday Session (\$5 per person) .....	X _____	= \$ _____
Director's Module Tuesday Session (\$5 per person) .....	X _____	= \$ _____



PLEASE NOTE: The Director's Module sessions ARE INCLUDED with Full Registration at no additional charge. The \$5 fee is ONLY for those attendees interested in applying for NAMIC Certification.

**ADDITIONAL TICKETS**

Prayer Breakfast .....	\$20 X _____	= \$ _____
Annual Banquet .....	\$50 X _____	= \$ _____
Dinner w/Dueling Pianos (extra ticket) .....	\$30 X _____	= \$ _____
Industry Luncheon .....	\$15 X _____	= \$ _____
<b>TOTAL AMOUNT DUE .....</b>		<b>\$ _____</b>

If you are ordering additional tickets, please let us know for whom they are reserved:

Name \_\_\_\_\_

Name \_\_\_\_\_

Name \_\_\_\_\_

Name \_\_\_\_\_

**REGISTRATION DEADLINE:**

All persons must register (including spouses). If you are unable to attend, we will gladly make refunds, if requests are received by the following dates:

- Before July 31.....Full Refund
- August 1-August 10.....50% Refund
- After August 10.....No Refund

To take advantage of the early-bird registration fee, return both pages of this form by **July 31, 2009** to:

IAMIC  
P.O. Box 116  
Ohlman, IL 62076

Or FAX (with credit card info) to 888-403-0935

**PAYMENT METHOD**

Enclosed is check # \_\_\_\_\_ payable to IAMIC.

Please charge my  MasterCard  Visa  American Express  Discover

Card Number \_\_\_\_\_ / / \_\_\_\_\_

Expiration Date

Cardholder Name \_\_\_\_\_

Card Security Code



**DON'T DELAY! THE CLOCK IS TICKING!**

**Any Questions? Please call 217-563-8300  
or email us at leadership@iamic.org**



# 26th Annual Golf Outing

## IN MEMORY OF DAVID L. KING

Join us for a relaxing day at the beautiful **Coyote Creek Course**. Come spend the day with us on a top-notch golf course to help raise money for a worthwhile claims scholarship. We will be playing a 4-person scramble. The score or ability to play golf is not necessary for the IAMIC Golf Outing – it's about networking and relaxing with friends.

This beautiful 18-hole course was designed by the late **Bruce Borland**. The course features a wide range of difficulties and playing obstacles, as well as lovely natural features such as stone ridges, creeks, and waterfalls. Coyote Creek Golf Course is sure to please golfers of any playing level.

The games and registration will begin on Wednesday August 26, 2009 at 9:00 a.m. We will have Shot Gun start at 10:00, with lunch available approx. at 11:00. The fee is \$62 per golfer, which includes green fees, golf cart, driving range balls, lunch, drinks and prizes. This year the proceeds will again go to fund the David L. King Educational Claims Scholarship.

For sponsorship information please contact Tricia Mickley at 815-244-2485 or e-mail: [tricia.mickley@mtcarrollmutual.com](mailto:tricia.mickley@mtcarrollmutual.com).

### Directions to Coyote Creek Golf Course:

Interstate 74 toward Peoria, Illinois — Take Interstate 474 toward Bartonville, Exit #5 at Airport Road. Follow Airport Road to W. Pfeiffer Rd., turn Right on Pfeiffer Road by Limestone High School. At Flashing Red Light with Oak Grove Middle School on your left, follow road to left which becomes W. Lancaster Road. S. Cameron Lane will cross W. Lancaster Road at four way stop sign. Continue driving on W. Lancaster Road to Coyote Creek Golf Course and driving range which is located on your immediate right.

# Trap Shoot

Join with your fellow IAMIC members at the annual IAMIC Trap Shoot. The event will be held at Darnall's Gun Works and Range, on Wednesday, August 26. We will hold a 50-bird derby for this event, which will begin at 10:00 a.m. **Bring lawnchairs!**

All skill levels are welcome to shoot and ammunition and guns will be available at nominal charge (please indicate below if you will need either ammunition and/or a gun). All shooters will compete on an individual basis for prizes and awards. Entry fees for this event are \$25 per person, which includes two rounds of 25 birds, lunch, and prizes.

### SCHEDULE

9:00 – 10:00 Registration (*please allow 30 minutes to drive to the shooting range from the Embassy Suites Hotel*)  
 10:00 Trap Shoot Begins (the length of the event will depend on number of registrants)  
 12:00 Lunch will be provided

### Location:

Darnall's address is: 6125E 1175N County Road, Bloomington, IL 61704. Phone: 309-379-4331. Detailed directions will be provided at the convention.

### LINGO

*50-Bird Derby: This style of Trap Shoot has groups of five shooters shooting at 25 birds from the sixteen-yard line. For the second round, shooters will be competing from various distances, which will be determined by the number of targets hit on the first round (Example: If a shooter hits 24 of 25 birds on first round, they will compete from the 24 yard line during the second round.)*

### Sign us up for the Golf Outing!

I (we) will need: \_\_\_\_\_ additional lunch tickets @ \$10 ea.

Name \_\_\_\_\_ Phone \_\_\_\_\_

Name \_\_\_\_\_ Phone \_\_\_\_\_

Name \_\_\_\_\_ Phone \_\_\_\_\_

Name \_\_\_\_\_ Phone \_\_\_\_\_

Company Name \_\_\_\_\_

Find me a group. . . OR, request foursome (*golf outing only*) \_\_\_\_\_

### Sign us up for the Trap Shoot!

I (we) will need: \_\_\_\_\_ Ammunition \_\_\_\_\_ Gun(s)

I (we) will need: \_\_\_\_\_ additional lunch tickets @ \$10 ea.

			Total Number of Registrations		Total Amount Due
David King Memorial Golf Outing .....	\$62	x	_____	=	_____
Trap Shoot .....	\$25	x	_____	=	_____
Additional Lunch Tickets .....	\$ 10	x	_____	=	_____

**Please return this form by July 31 to: IAMIC, P.O. Box 116, Ohlman, IL 62076, or fax to 888-403-0935**