



116th Annual Convention of the NH Association of Insurance Agents

*September 29 - October 1, 2015
Church Landing, Meredith, NH*

Agenda

Tuesday, September 29, 2015

11:00am	Golf Tournament Luncheon	Waukegan Golf Club
12:00pm	Golf Tournament – shotgun start	Waukegan Golf Club
Golf Tournament has been sponsored by Hospitality Mutual Insurance Company		
6:00pm – 9:00pm	Dinner Cruise on Lake Winnepesaukee <i>Buffet Dinner and Entertainment</i>	MS Mount Washington Steam Ship
Co-Sponsored by NUAA, Vermont Mutual, Safety Insurance Company and NGM/Main Street America		

Wednesday, September 30, 2015

Church Landing

7:30am	Registration Desk opens Sponsored by Plymouth Rock Assurance	
7:30am – 8:30am	Continental Breakfast Sponsored by Concord Group Insurance Companies	Chris Craft Room
8:00am – 5:00pm	Trade Show	Winnepesaukee Ballroom & Chris Craft Room
8:30am – 9:30am	NHAIA Annual Business Meeting <i>Christopher Nicolopoulos, Esq., President, NHAIA</i> Sponsored by Concord Group Insurance Companies	Winnepesaukee Ballroom
9:30am – 10:30am	InVest Program Presentation <i>Beth Needham, Eaton & Berube Insurance Agency</i> Sponsored by Concord Group Insurance Companies	Winnepesaukee Ballroom
10:30am – 10:45am	Break and Trade Show	
10:45am – 12:00pm	“Why Clients Leave and How To Win Them Back” – Part 1 <i>Lynn M. Thomas, CEO, Thomas Consulting</i> Sponsored by Concord Group Insurance Companies	Winnepesaukee Ballroom
12:00pm – 12:30pm	Bloody Mary Reception and Trade Show Sponsored by Am Trust N.A.	

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12:30pm – 1:30pm	Luncheon Sponsored by Phenix Mutual Insurance Company	Winnepesaukee Ballroom
1:30pm – 1:45pm	Break and Trade Show	
2:00pm – 3:30pm	“Why Clients Leave and How to Win Them Back” Part 2 Lynn M. Thomas, CEO, Thomas Consulting Sponsored by Ohio Mutual	Winnepesaukee Ballroom
3:30pm – 3:45pm	Break and Trade Show	
3:45pm – 4:45pm	“It’s Time for Insurance Family Feud!” With your host: Judy Durst Sponsored by Ohio Mutual	Winnepesaukee Ballroom
6:00pm – 7:00pm	Chairman’s Reception Sponsored by Liberty Mutual/Safeco Insurance	Chris Craft Room
7:15pm - 10:00pm	Installation Banquet and Entertainment Co-Sponsored by Central Insurance Company And INEX/Virtual Insurance Pro	Winnepesaukee Ballroom

Banquet Wine Service is sponsored by MMG Insurance

Banquet Entertainment is sponsored by Providence Mutual Insurance Company

Thursday, October 1, 2015

Church Landing

7:30am	Registration Desk opens Sponsored by Plymouth Rock Assurance	
7:30am – 8:30am	Breakfast Buffet Sponsored by Johnson & Johnson, Inc.	Chris Craft Room
8:30am – 11:30am	“Cornucopia of Changes for 2015” Judy Durst, Director of Education, NHAIA Sponsored by Johnson & Johnson, Inc.	Winnepesaukee Ballroom
8:30am – 10:30am	Board of Directors Meeting	TBD
11:30am	Adjourn	

General Sponsors include:

- **Nationwide Insurance**
- **Acadia Insurance**
- **Renaissance Alliance**
- **Peninsula Insurance Company**
- **MEMIC**
- **InsurBanc**
- **Berkshire Hathaway Guard Insurance**
- **Hanover Insurance**
- **Co-Operative Insurance**
- **MAPFRE/Commerce**
- **Patriot Insurance Company**
- **Reliable Restoration and Recovery**
- **Arbella Ins. Group**
- **The Institutes**
- **NLC Insurance Companies**
- **EMC Insurance**
- **The Travelers Companies**