



AMERICAN AGENTS ALLIANCE
**CONFERENCE
& EXPO | 2019**

*producer
prospectus*

SEPTEMBER 26-29, 2019 | JW MARRIOTT DESERT SPRINGS RESORT & SPA | PALM DESERT, CA

ABOUT US

The American Agents Alliance, a member-driven organization since 1962, empowers independent insurance agents and brokers to thrive through advocacy, education and networking.

Each year the American Agents Alliance holds one of the most highly anticipated insurance conferences. As the largest property and casualty event on the west coast, it's the perfect opportunity to get your hands on ground-breaking insurance marketing ideas and tactics, proven strategies from your fellow producers and CSR's, and network with some of the biggest exhibitors in the insurance industry!

The American Agents Alliance Conference & Expo will take place September 26-29, 2019 at the 4-star JW Marriott Desert Springs Resort & Spa in Palm Desert, California.

Join us for this special event that offers insurance agents and brokers the opportunity to obtain carrier appointments, participate in continuing education courses, and enjoy a packed tradeshow floor. Network and socialize with hundreds of your peers as you enjoy an annual golf tournament, CE & workshops, hospitality receptions, entertainment, powerful keynote speakers, social events, and more!

85% of our attendees would recommend our show!

CONFERENCE HIGHLIGHTS

- **VALUABLE LEARNING WORKSHOPS**
Learn from the industry's leading experts by participating in a series of interactive workshops on how to market to your prospects and maximize your book of business.
- **CONTINUING EDUCATION**
Satisfy your CE requirements by participating in a broad selection of courses, many of which are exclusive to the American Agents Alliance Conference.
- **MEALS & ENTERTAINMENT**
Socialize with hundreds of your peers and enjoy meals, hospitality mixers, special evening events, an annual golf tournament, and more!
- **PACKED TRADESHOW FLOOR**
Obtain new carrier appointments and view the latest insurance technology solutions from 100+ exhibitors on our tradeshow floor.
- **\$10,000 GIVEAWAY**
Here are 10,000 more reasons to join us! Progressive Insurance is giving away \$10,000! Must be present to win.

PAST EXHIBITORS

ABA Insurance Services
Access
Aegis General Insurance
Agency Matrix
Agency Revolution
AgencyZoom.com
AIP - Affluent Insurance Program
All Star General
Alliance United Insurance Company
American Agents Alliance
American Modern Insurance Group
AmWINS
Anchor General Insurance Agency, Inc.
Applied Underwriters
Arch Insurance Company – P&C Programs Division
Arrowhead General Insurance Agency, Inc.
ASI Select
Aspire General Insurance
Avenge Digital
Avian Premium Finance
BBSI
Bond Services of California
Bridger
Brookside General Insurance Services Inc
BTIS
Burns & Wilcox
California Earthquake Authority
Capital Premium Financing
Careington International Corporation
Carnegie General Insurance Agency
Charity First
Commodore Insurance Services
CPS Insurance Services
Crusader Insurance Company
Cypress Premium Funding
Dairyland Auto
Datalot
DYL
Evolution Insurance Brokers
EZLynx
First American Property & Casualty Insurance Company
Foremost Insurance
Francis L. Dean & Associates of California, LLC
General Agents Acceptance Corp.
Glatfelter Public Practice
Global Hawk Insurance Company, RRG
Golden Bear Insurance Company
Hagerty
HawkSoft, Inc.
ICAT
Imperial PFS
Infinity Insurance Company
Insurance Program Managers Group
Iroquois Southwest
ITC-Insurance Technologies Corp.
J.R. Olsen Bonds & Insurance Brokers, Inc.
Kemper Specialty California
KMFG Industries Collision Center
LSI Insurance
MacAfee and Edwards Inc.
MAPFRE Insurance
McGowan Companies
McNeil & Company
Mercury Insurance Company
Mexico Insurance Online
MexiPass International Insurance Services, LLC
Michael Sullivan & Associate LLP
Mike Russ Schools
Multi-State Insurance Services
Nation Safe Drivers
National General Insurance
Nations Insurance Company
Networked Insurance Agents
New Benefits
Oasis Outsourcing
Oli Insurance Services, Inc.
Omaha National Group
Otto Trading Inc.
Pacific Specialty Insurance Co.
Pennsylvania Lumbermens Mutual Insurance Co
Phonexa
PMC Insurance Group
Precise.
Professional Insurance Associates, Inc.
Progressive Insurance
Progressive Insurance
ProNova Partners
Pronto Insurance
Prospect General Insurance Agency
Record Guardian Technologies, Inc.
Richmont General Insurance Services
Risk Theory, LLC
Safeway Insurance Company
SambaSafety
Shield Commercial Insurance Services
SIS Insurance Services
South Coast Surety
Staff Boom
Stillwater Insurance Group
STONEMARK, INC. “Premium Finance Group”
Superior Access powered by BOLT
Tapco Insurance Services
The Kotter Group
The National Alliance for Insurance Education & Research
Thomas V. Humphreys
Tokio Marine HCC - Casualty Group
Top Premium Finance
Total CSR, Inc.
TRANZPAY
Trusted Flood Brokerage
Vacant Express
Velocify by EllieMae
Vertafore
Volta Insurance Solutions
Warner Pacific
Western General Insurance Company
Workmen’s Auto Insurance
Worldwide Facilities LLC
Wright Flood Insurance
Xpress-pay
Zipwhip. Inc.

HOTEL INFORMATION

JW Marriott Desert Springs Resort & Spa | 74855 Country Club Drive | Palm Desert, CA 92260 | www.desertspringsresort.com | (760) 341-2211

HOTEL RESERVATIONS

The JW Marriott has completed millions in upgrades, ranging from rejuvenated guest rooms to new restaurants, golf course renovations and more! Conference participants are encouraged to reserve their accommodations at the JW Marriott Desert Springs Resort & Spa as soon as possible. The Alliance has negotiated a great room rate and discount package for those that stay on property. With its incomparable setting, the JW Marriott Desert Springs Resort & Spa offers an inspired destination where you will enjoy rolling hills, beautiful vistas and world-class golf. While the majestic Santa Rosa Mountains and spectacular desert landscape may beckon you outside, the elegantly appointed guest accommodations with luxurious amenities may persuade you to stay put and enjoy the great indoors. You'll feel that you've been transported to a tropical paradise. There are two ways to reserve your room:

- 1) **Online:** <https://resweb.passkey.com/go/thealliance2019>
- 2) **Call:** 1-877-622-3140. You must identify yourself as being with **"The Alliance 2019"** to receive the discounted group rate of \$209 per night.

Please do not make room reservations through outside parties who may call you claiming the Alliance room block is full or that they can provide you with a better rate. These callers are not affiliated with American Agents Alliance or Marriott Hotels International. Hotel reservations should be made directly with the JW Marriott Desert Springs Resort & Spa.

The Resort charge has been reduced to \$1.00 per room (a \$28.00 value!) per night for Group attendees. Resort charge includes: Overnight Self Parking, Guest Room High Speed Wi-Fi Internet Access, Local Calls, Use of Resort Bicycles, Nightly Turndown Service, Bottled Water (2), Use of Spa Fitness Center, The Greens - 18 hole putting course, Lawn Games at the Tennis Center and Golf Bag Storage at Resort.

Our group room block expires August 21, 2019 or sooner if it sells out, and fills on a space-available basis, so make your reservations as soon as possible.



TRANSPORTATION

- **AIRPORT:** Palm Springs International Airport serves Palm Springs and the surrounding area and is located just 13 miles from the JW Marriott. Ontario International Airport is 80 miles from the JW Marriott and offers a wider array of flight times and carriers.
- **AIRPORT SHUTTLE:** For the best shuttle rates from Ontario and Palm Springs airports, please call or go online to book your reservation prior to arrival with Sky Cap Shuttle Service. For Sky Cap Shuttle reservations, please call (760) 272-5988 or book online at www.skycapshuttle.com.
- **TAXI:** Fares run approximately \$40-45 from Palm Springs airport to the hotel.

WHAT TO WEAR

Business casual attire is the standard dress code for the daily sessions and trade show. The fall weather in Palm Desert can be rather warm. All meeting rooms are air-conditioned so you will want to bring a light sweater or jacket. The golf course requires a collared shirt, soft spikes, and no jeans or cut-offs.

JW MARRIOTT SPA

Mention the American Agents Alliance Conference for a 15% discount when you book your spa treatments between September 26-29, 2019 at the JW Marriott Desert Springs Spa. With the purchase of any spa treatment, guests receive complimentary use of the entire 38,000 square foot spa facility which includes Turkish Hammam, steam, sauna, indoor/outdoor whirlpools, and 25 yard salt water lap pool along with a fully equipped gym. The Spa Bistro offers healthful cuisine to be enjoyed both inside and poolside, and to prepare you for a night on the town, the Patrick Marchesson salon can take care of your hair and nails. Please visit the spa's informative website at www.desertspringsspa.com and book appointments by calling (800) 255-0848.

EXHIBIT HALL

You must be registered for the conference in order to enter the trade show floor. Name badges will be required for admittance. All children under 18 years of age must be accompanied by a registered attendee on the tradeshow floor. You are encouraged to visit the exhibit hall, spend time with and thank the exhibitors who support our conference.

CONTINUING EDUCATION

Continuing education classes and workshops will be available to conference attendees. A name badge will be required for admittance to all CE classes and workshops. All classes/workshops are included in a Full Producer Pass registration. Friday/Saturday Day Passes also include entrance to the day's classes/workshops.

IMPORTANT NOTICES

Name badges are provided for all registrants and **MUST** be worn for admittance to all activities including meal functions, trade show floor, CE classes and special events. Space is limited for the meal add-ons to Day Passes, so please register early. **Meals, special event tickets and name badges are non-transferable.**

CONFERENCE SCHEDULE

SCHEDULE OF EVENTS, SUBJECT TO CHANGE

Thursday, September 26, 2019

- Golf Tournament 7am shotgun start
- Registration 7:30am - 6pm
- Golfer Lunch/Awards 12pm - 1pm
- CE & Workshops 2pm - 6pm
- Welcome Mixer 6:15pm - 7:45pm

Friday, September 27, 2019

- Registration 7:30am - 5pm
- CE & Workshops 8am - 12pm
- Tradeshow Opens with Lunch 12pm - 5pm
- Prize Drawings 4:30pm
- A Very Happy Hour 5:30pm - 6:30pm

Saturday, September 28, 2019

- Registration 7:30am - 5pm
- CE & Workshops 8am - 10am
- General Session/Keynote 10am - 12pm
- Tradeshow Opens with Lunch 12pm - 5pm
- Prize Drawings 4:30pm
- Mix & Mingle with Dinner Stations 7pm
- Casino Night/Live Entertainment 8pm - 11pm

REGISTRATION & PRICING INFORMATION

Register online at: <http://agentsalliance.com/producer-registration-and-pricing/>

FULL PRODUCER PASS »BEST VALUE PACKAGE«

Includes Friday & Saturday tradeshow with lunch both days, all CE courses & workshops, hospitality receptions, Friday Happy Hour and Saturday dinner/entertainment/casino night. Golf not included.

- \$220 per member | \$270 per non-member

Day Pass Only (Good for Friday or Saturday)

Includes tradeshow & CE only. All other events must be purchased (a la carte add-ons) separately.

- \$115 per member | \$135 per non-member

A La Carte Add-Ons (Subject to availability)

- Welcome Reception | \$50 per person
- Friday Happy Hour | \$50 per person
- Saturday Dinner | \$95 per person
- Child Saturday Dinner | \$60 per child

American Agents Alliance Golf Tournament

September 26, 2019: 7:00am Shotgun Start (Includes: green fees, golf cart, golf hats, lunch and awards)

- \$180 per golfer (or \$130 per golfer with purchase of Full Producer Pass)

Note: To qualify for the Member Rate, you must be a member in good standing. All conference registrations are non-refundable. Badges must be worn at all times. Badges and tickets are nontransferable. No exceptions.