



AMERICAN AGENTS ALLIANCE
CONFERENCE
& EXPO | 2019

*exhibitor
prospectus*

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

About

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

The 2019 American Agents Alliance Conference & Expo is the perfect opportunity for you to connect with producers and tell them about your products and services. Be an exhibitor or sponsor at the largest P&C event in the west!

Each year we host the largest property and casualty conference in the west. Year after year this event earns high marks within the industry and is the perfect opportunity for exhibitors to build new relationships and strengthen existing ones.

This year's conference is taking place at the 4-star JW Marriott Desert Springs Resort & Spa, September 26-29, 2019. This unique conference is planned, produced and promoted in partnership with over 100 exhibitors. Its focus is simple—to educate, empower and connect independent insurance agents and brokers with some of the industry's top insurers and suppliers.

The American Agents Alliance Conference & Expo attracts 1,500+ insurance professionals for this special event that includes over 100 exhibitors on our trade show floor, many hours of continuing education + workshops, our annual golf tournament, powerful keynote addresses, and an assortment of luncheons, hospitality receptions, evening social events and much more!

Attendee Profile

The American Agents Alliance Conference & Expo offers insurance agents and brokers the opportunity to obtain carrier appointments, participate in continuing education programs, network and enjoy a lively trade show floor. We are one of the only conferences that caters to property & casualty agencies, as well as health & life agents. A distinguishing feature is that our conference is primarily attended by agency principals, owners and producers.



Exhibitor Testimonials

Michael Orefice, SVP Marketing at Contactability:

"Another GREAT SHOW! Special thanks to your entire team! Great attendance, well organized and professionally run! Thank you again."

Greg Liewald, VP Sales and Marketing at BindDesk:

"I was late to sign up and the crew over there was amazing. Laura, Karen and Autumn all went out of their way to work with this rookie! They answered all of my questions, had tremendous organization, and really helped me have the best conference possible. Thank you again!"

Charles Bobo, Chief Marketing Officer at Bridger Insurance:

"Our first year at the American Agents Alliance in Palm Desert far exceeded our expectations. As a late registrant, we were concerned about being located in the foyer. However, that turned out to be a good choice, since the staff set up the flow in and out of the conference hall to be consistent enough that we had a steady flow of agents throughout the day. Additionally, the staff was exceedingly helpful in handling last-minute requests, and being positive and upbeat throughout the show. They were a pleasure to work with. We will definitely be attending again next year."

Alyson Goryl, Branch Manager at F.L. Dean & Associates of California, LLC:

"Such a great show! Best attendance I have seen at any show in a while. Thanks for all the hard work putting it together."

Andy Bloom, Senior Territory Manager at Alliance United Insurance:

"The American Agents Alliance Conference and Expo continues to be the "go-to" event for Alliance United. We have been the Premier Sponsor attending this event for many years. It affords us the opportunity to connect our entire team with our brokers from all over the state in one place. The Alliance staff are always very helpful and accommodating to make sure we have a great conference experience. Alliance United wishes to thank the American Agents Alliance team for all their work in providing a great venue, schedule, content, and an overall good time. "

Dan Faggiano, Field Sales Trainer, Progressive Insurance

"Progressive enjoys a long-lasting partnership with the American Agents Alliance and really enjoys the annual conference for Independent Agents in California. The support the Alliance provides to California agencies and carriers is amazing. Each year we are impressed with their professionalism, care and responsiveness to carrier and producer needs. The entire staff work tirelessly to coordinate and schedule meaningful events that allow participants unique engagement opportunities with producers and companies alike. We want to recognize the Alliance and their conference for supporting California agencies to help them grow and providing agency support. Thank you!"

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.

Be Visible

Our conference welcomes anyone in the industry who has products and/or services they would like to market to insurance agents and brokers. This is your chance to get in front of decision makers and make your brand seen and heard.

Sponsorships

Your participation as a sponsor of the 2019 American Agents Alliance Conference & Expo gives you the chance to be as visible as you want in front of 1,500+ of the industry's top producers. The opportunities are endless and include being widely promoted on the American Agents Alliance website, social media channels, conference signage, and highlighted in the conference program.

- Welcome Reception Sponsor
- Tradeshow Lunch Sponsor
- Tradeshow Dessert Sponsor
- Saturday Dinner Sponsor
- Casino Night Sponsor
- Keynote Speaker Sponsor
- And More!

We offer a variety of different sponsorship levels to help you achieve your marketing objectives. Please contact us to discuss sponsorship opportunities.

Expo Information

Your professional tradeshow booth includes the following:

- 1 skirted table
- 2 chairs
- 1 trash can
- 1 electrical power outlet
- Booth signage
- 2 full registration badges
- 200 lbs. of drayage

Conference Schedule

Schedule of events, subject to change

Thursday, September 26, 2019

- Golf Tournament 7am shotgun start
- Registration 7:30am - 6pm
- Exhibitor Setup 8am - 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
- Exhibitor Booth Breakdown 5:01pm
- Mix & Mingle with Dinner Stations 7pm
- Casino Night/Live Entertainment 8pm - 11pm

Hotel Information

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 American Agents Alliance has negotiated a great room rate and discount package for those that stay on property.

There are two ways to reserve your room:

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

Important

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 through passkey or their number noted above.

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.