

Independent Insurance Agents of Texas

small  
AGENCY  
CONFERENCE

Embassy Suites Hotel  
SAN MARCOS CONFERENCE CENTER

Oct. 2-3

The ROAD to  
Recovery

Return to the office ready  
to tackle your biggest  
challenges head on!

Network with other  
small agency colleagues.

Explore market opportunities  
with more than  
70 top carriers and MGAs.

Earn up to 7.5 CE hours.

THE  
conference  
for  
independent,  
small  
agencies.

Learn about the latest  
topics, news and  
strategies that matter  
most to you from  
leading industry  
experts.

**Sunday, October 2**

Introducing the  
IIABA Consumer Agent Portal

Ethics:  
What Would a Cowboy Do?

Emerging Issues  
Facing Texas Agents

Meet With Markets Trade Show  
and Welcome Reception

**Monday, October 3**

Maximizing Your  
IIAT Membership

What's Your Agency Worth?

Selling in the New Economy –  
Revenue Development

Being Successful  
Means Being Different

Personal Lines Issues for Today

How To Be Small but Play Large

Business Reinvention:  
The New Normal on Main Street  
and Every Street

Contractual Liability and  
Additional Insureds

Marketing Don'ts  
That Most Businesses Do

A Case for Fee-Based Services



Independent  
Insurance  
Agents of Texas

For more information, including details about speakers and sessions, go to  
[iiat.org](http://iiat.org) > Events & Conferences

