### Wednesday, March 22 (Optional Events)

<table>
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<tr>
<th>Time</th>
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| 10 am - 5 pm | E&O Loss Control Seminar  
Speaker: Keith Wilts  
Approved for 6 ethics CE credits in Mo. and Kan. |
| 5 - 7:30 pm  | Crawfish Feast  
Sponsored by MAIA Young Agents Committee  
Knights of Columbus, 2525 N. Stadium - Shuttle Available |

### Thursday, March 23

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<tr>
<th>Time</th>
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<tr>
<td>7:30 am</td>
<td>Conference Registration Opens &amp; Breakfast</td>
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| 8:30 - 10 am | Opening Session: Live Your YOUlogy  
Speaker: Red Katz |
| 10:15 - 11:15 am | Stop Selling Insurance & Start Solving Problems  
Speaker: Michael Kersgard  
Approved for 1 p-c CE credit in Mo. and Kan. |
| 11:30 am - 12:45 pm | Lunch & Conferment Ceremony  
All registered attendees may attend. |
| 12:45 - 2:30 pm | Concurrent Sessions  
Choose two out of these three great sessions and attend one now and one later this afternoon. |

**Session 1 When the City and the Farm Collide**  
Speaker: Keith Wilts  
Approved for 2 p-c CE credits in Mo. and Kan.

**Session 2 Business Continuation Issues**  
Speaker: Michael Kersgard  
Approved for 2 l-h CE credits in Mo. and Kan.

**Session 3 21st Century Schizoid Man**  
Speaker: Jay Williams  
Approved for 2 p-c CE credits in Mo. and Kan.

### Thursday, March 23 Cont’d

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| 2:45 - 4:30 pm | Concurrent Sessions  
Second opportunity to attend one of these three great sessions. |

**Session 1 When the City and the Farm Collide**  
Speaker: Keith Wilts  
Approved for 2 p-c CE credits in Mo. and Kan.

**Session 2 Business Continuation Issues**  
Speaker: Michael Kersgard  
Approved for 2 l-h CE credits in Mo. and Kan.

**Session 3 21st Century Schizoid Man**  
Speaker: Jay Williams  
Approved for 2 p-c CE credits in Mo. and Kan.

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| 4:30 - 7:30 pm | Company Reception/Trade Show  
Booths open 4:30 - 7:30 p.m.  
Company prize drawing 7 p.m. (must be present to win) |

### Friday, March 24

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<th>Time</th>
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<tr>
<td>8 - 8:30 am</td>
<td>Breakfast</td>
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| 8:30 - 11:30 am | Insurance Potpourri: Sweet Smell or Stank?  
Speaker: Jay Williams  
Approved for 3 p-c CE credits in Mo. and Kan. |

### Accommodations
Hotel accommodations should be made directly with Holiday Inn, Columbia, Mo., phone 573-445-8531. MAIA has a guaranteed room rate of $99.95 per room per night (on a space-available basis) for reservations made by Feb. 19, 2017. Specify you are with the MAIA Small Agency Conference.