

2025 REGIONAL SEMINARS

Illinois Association of Mutual Insurance Companies

Thursday March 20 - NORTH Friday March 21—SOUTH

NORTH—Deer Valley Banquets 3298 Hoover Rd Deer Grove, IL
 SOUTH—Keller Convention Center 1202 N. Keller Drive Effingham, IL



Registration and Continental Breakfast 8:00 a.m. - 9:00 a.m.

Education 9:15 a.m.—4:00 p.m.

Key Financial Ratios & Fraud Prevention

In this course, you'll learn how to understand, analyze, and apply key financial ratios used to evaluate the economic health of a business. Developing the ability to assess financial statements, identify strengths and weaknesses, and benchmark a company's performance will equip you with the tools to make informed business decisions in the boardrooms.

Hot Spots in The Insurance Industry

The insurance industry is transforming rapidly due to emerging trends, evolving risks, and technological advancements. This dynamic course explores the key "hot spots" reshaping the insurance landscape, including regulatory changes, innovative technologies, shifting consumer demands, and climate-related challenges.

Shedding Policies—Am I Okay?

This course challenges the common misconception that increasing business volume will solve rising operational costs. In reality, higher unearned premiums can decrease a company's equity because they are recorded as liabilities rather than revenue. Participants will learn to assess risk exposure and streamline operations to create a leaner, more efficient, and profitable insurance business.

The Great Reset of the Industry – Directors Version

The insurance industry will undergo a significant reset in 2025. The changes it has experienced in recent years have compelled companies to introduce new exclusions and limitations. The discussions will be dynamic and driven by audience participation, but we plan to focus on topics such as solar energy, cosmetic endorsements, and the changes regarding Replacement Cost (RC) and Actual Cash Value (ACV). The Directors need to understand market trends as they establish rates and coverages for their companies.



Early Bird Rate:

Register on or before March 7

Members \$225.00 Non-Members \$325.00
 Both Locations Members \$250.00/Non Members \$375.00

Register March 8 or later

Members \$265.00 Non-Members \$365.00
 Both Locations Members \$290.00/Non-Members \$390.00

Refunds will be made according to the following schedule: (\$6.50 processing fee non refundable)
Thru 2/12: Full Refund * 2/13-2/25: 50% Refund * After 2/26: No Refund

I will be attending the :

- Northern Regional Southern Regional Both*

*Discount if attending both regional's

Name _____
 Name _____
 Name _____
 Name _____
 Name _____

Company _____ Address _____

City, ST, Zip _____ Phone: _____ Fax: _____

Email: _____

Special Dietary/Accommodations Request: _____

Check # _____ payable to IAMIC. Credit Card payment only accepted by calling IAMIC office.

\$225.00 Member per person on or before 3/7 and \$265.00 after 3/8 _____

\$325.00 Non Member per person on or before 3/12 or \$365.00 after 3/13 _____

\$250.00 Member Per Person on or before 3/7 or \$290.00 after 3/8 _____

\$350.00 Non Member per person on or before 3/7 or \$390.00 after 3/8 _____

Bringing more than 5 attendees? Take 20% off _____

Total Due: \$ _____



To preserve a professional business environment, no one under the age of 14 will be allowed to attend IAMIC functions unless invited to a special event.