

The background of the entire poster is a photograph of a vineyard. In the foreground, a thick, weathered wooden plank lies horizontally across the bottom. To the left, a cluster of dark purple grapes hangs from a vine with green leaves. The middle ground shows rows of grapevines stretching into the distance. The background is a soft-focus view of rolling hills under a sky with warm, golden light from a setting or rising sun, creating a hazy, atmospheric effect.

BIG

Big Independent Group

Wednesday, Sept. 7, 2016

mini**VENTION IV**
WENTE VINEYARDS

5050 ARROYO ROAD
LIVERMORE, CA 94550

BIG

Big Independent Group

miniVENTION IV

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Schedule

9am until 12pm - Education Classes

9:00am until 10:00am - FSC 1 hour course on rating personal lines auto (This class will be taught in Spanish)

10:00am until 11:00am - FSC 1 hour CE Course on rating homeowners and Property insurance

11:00am until 12:00am -

Class Name – Living in Earthquake Country...The Risk is Real! 1 hour CE credit

Class Description – Review of earthquake risk and exposures in California including residential and commercial earthquake insurance solutions that are available to help Agents protect their customers and grow and maximize revenue to their agency.

10:00am until 11:30am - Exhibitor setup

12:00pm until 4:30pm - Minivention opens includes meal

4:30pm 5:00pm – Door prize drawing and convention wrap up

iGracias!

Hello!

We grew to California's
13th largest personal
lines auto writer*

by focusing on the
needs of our
independent brokers.
We thank you all for
making our united
climb to new heights
possible!

*DOI 2015 California P&C Market Share Report

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From the President

WHY COME TO THE MINIVENTION (OR ANY CONVENTION)?

These days, it seems like conventions hosted by various trade associations, insurance and other industries have been dropping by the wayside. What used to be week-long affairs combining fun, networking and education are now on the industry endangered species list. Some people can't (or won't) take time away from the office and see the whole institution as unnecessary; something their dads did. Same with most industry get-togethers.

I'm here to tell you that's nonsense.

Recently, BIG had a "Day at the Ballpark" to watch the Padres and Giants at Petco Park. I was joined by 60 insurance professionals. I have been in the insurance business for 26 years and I can tell you exactly why I attend no less than two conventions each year.

We are independent agency owners, which means we represent numerous companies to give our customers several insurance options. It does not mean we have to stand alone in this industry. Of course, BIG welcomes captive agents as well. Whether you represent one company or fifty companies, it is important to stay on top of trends, learn from each other, and connect with old friends and meet new ones in person. Face-to-face with a handshake and/or hug and not a "poke."

Conventions are opportunities to get beyond the faux communication of Facebook, Twitter, etc. and actually have an out-loud conversation. Actually have a spontaneous exchange of ideas. Talk to people that may have an idea of what might be missing from your business plan or life plan. Learn in a classroom environment and not a computer screen. Talk to company reps and vendors outside of your office.

Our 4th annual Northern California Miniventon is coming up next month, September 7th to be exact. We at BIG feel that Northern California had been ignored for many years, and most agents/brokers, company reps, and vendors have had to come down to Southern California to take advantage of the opportunities afforded by a convention experience. Besides the education and seeing the carriers and vendors, the reason I love planning, executing, and especially attending conventions is because at the end of the day we are all in the business to be successful. What better way to learn and grow your agency or company than being in one place to learn from each other once, twice, even three times a year?

Check out BIG's website to see how much we have packed into one day (two if you include the A's vs. Angels game on September 6th). Even if you are swamped at the office, you need to figure out a way to come. It may just help you learn how to run your business more smoothly and effectively so you won't be as overwhelmed. There is a full morning of seminars (one in Spanish) and an afternoon Trade Show. For just \$30, you get it all. Register on the BIG website at www.biginsusa.com.

I have never attended a convention where I did not learn something new. As my good friend Adam Meyerson always says, we are a BIG industry but a small community. Join us.

Get active. Get involved. Get BIG.

Sincerely,

Jon Spaugy

Jon Spaugy
BIG CEO



Welcome from BIG Latino

I would like to welcome each and every one of you to the BIG Independent Group miniVention! 2016 is turning out to be a very exciting year for all of us at BIG Independent Group and BIG Latino! This is a very challenging and interesting year, with many updates in the insurance industry, and we want to make sure we inform you about all of them. I am very proud to represent BIG Latino this year. We have accomplished so much as an industry so far and we still have the rest of the year to accomplish many more things that will help us grow.

BIG Latino began in the last quarter of 2014, and has taken flight to go hand in hand with BIG Independent Group. BIG Latino was created to better inform our fellow Spanish speaking Agents/Brokers that prefer the information we give about our industry in Spanish. Our mission is to unite our agencies by providing informational meetings, CE classes, and a fun environment. This way, we can all prosper as a group by being better informed in our products and continuing education.

If you are interested in succeeding as an agent, agency, or broker, as well as taking advantage of networking opportunities, training, and resources to manage your business, I encourage you to utilize all that is available to you through BIG and BIG Latino. WE have vital information for your business, as well as training opportunities and so much more!!

We have our meetings along with BIG Independent Group, where you will be able to provide ideas on topics you would like to see and learn more about. If you are looking for personal or professional development, industry knowledge, networking opportunities, or just to reconnect with the insurance world and its updates, then BIG and BIG Latino is for you!! We will continue to find ways to better inform you, accommodate and answer all your industry questions and concerns.

Thank you so much for participating and being the motor that keeps BIG and BIG Latino going!! I welcome each and every one of you to the 2016 Big miniVention and look forward to meeting all of you soon!!

Sincerely,

Rita Martin Marquez

BIG Latino Agency Counsel President



From the Co-President

I would like to welcome each and every one of you to the BIG miniVention. We are back in force, in greater numbers than ever before! The year is more than half over and time is relentlessly ticking by. We, as an every growing and evolving group, have already accomplished so much and we still have the rest of the year to do so much more.

Last year was a phenomenal year, not only for our group, but also for our industry. We witnessed unprecedented growth at the agency as well as carrier level, and business was up across the board thanks to the hard work and dedication of every professional in this industry. BIG Latino is thriving, and we saw its popularity soar beyond anything we could've ever dreamed. Memberships were, and still are, consistently on the rise thanks to the dedication of our amazing team.

Speaking of our team, we have a new addition! Some of you may know Matt Speed, but now Matt has agreed to become our newest Chapter Chairman of San Diego. Matt Speed, who is a former marketing representative and company president, brings a wealth of industry knowledge and experience. We are extremely excited to have him bring the Big Independent Group to new and uncharted territories. Please help me in welcoming Matt Speed to the team!

So buckle up, butter-cup because this is our shining moment! If you are looking for new ways to grow your agency, personal or professional development, networking opportunities, industry knowledge, or simply reconnecting with the participants in the insurance world, than this miniVention is the place to be. We offer more relevant content and value than any other association in our industry and we will continue to push the limits to bring you everything you need and deserve. It is our absolute goal to be the insurance industry's premier business association and thanks to you...it's come true!

Thank you so much for attending and I welcome each and every one of you to the BIG miniVention.

Sincerely,



Adam Meyerson

Agency Counsel President

Master of Ceremonies



Welcome from San Diego

I would like to welcome each and every one of you to the BIG miniVention. As the San Diego chapter President, I'm excited about bringing the BIG to San Diego. It has been several years since we have had presentation in the San Diego area, but now we are going BIG in SD this year!

Come out and join me in San Diego for some great guest speakers, continuing education units, and networking opportunities with your fellow agents, brokers, & marketing representatives. The BIG will keep you up to date on regional as well as global industry related news and business trends. We have some great things remaining in 2016 and 2017 is shaping up to be one of our biggest years ever.

We focus our goals on serving our industry and by providing the highest quality educational content and networking opportunities. The BIG in San Diego will help make your community and agency, become a vital piece of the San Diego business landscape.

We would love to have additional chapters throughout the state. If you are interested in taking the lead for a chapter in your area, please let us know.

Thank you so much for attending and I'm looking forward to seeing you at our San Diego meetings!

Sincerely,

Matt Speed

San Diego Chapter President



DON'T RISK YOUR INSURED'S LIVELIHOOD BY PLACING THEM ON A PERSONAL POLICY

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BIG Convention **2017**

May 4th - 7th

RESERVE NOW
for this Totally,
Tubular Event!





ONE VOICE UNITED

Holiday Party

Saturday, December 3rd 2016

7:00 pm until 11:00 PM

Ontario Double Tree

222 N. Vineyard Ontario, CA



COMING FALL
2017



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Advancing Payment Technology

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- Internet Gateways
- Smart Phone Applications
- Chargeback Resolution
- Check Processing
- Plus much more!

**For more
information,
contact:**

Kevin Pankow
(720) 951-4454
ems_merchant@yahoo.com

We are excited for the opportunity to review your current payment processing offering, and explore any opportunities for technological improvement or financial savings.



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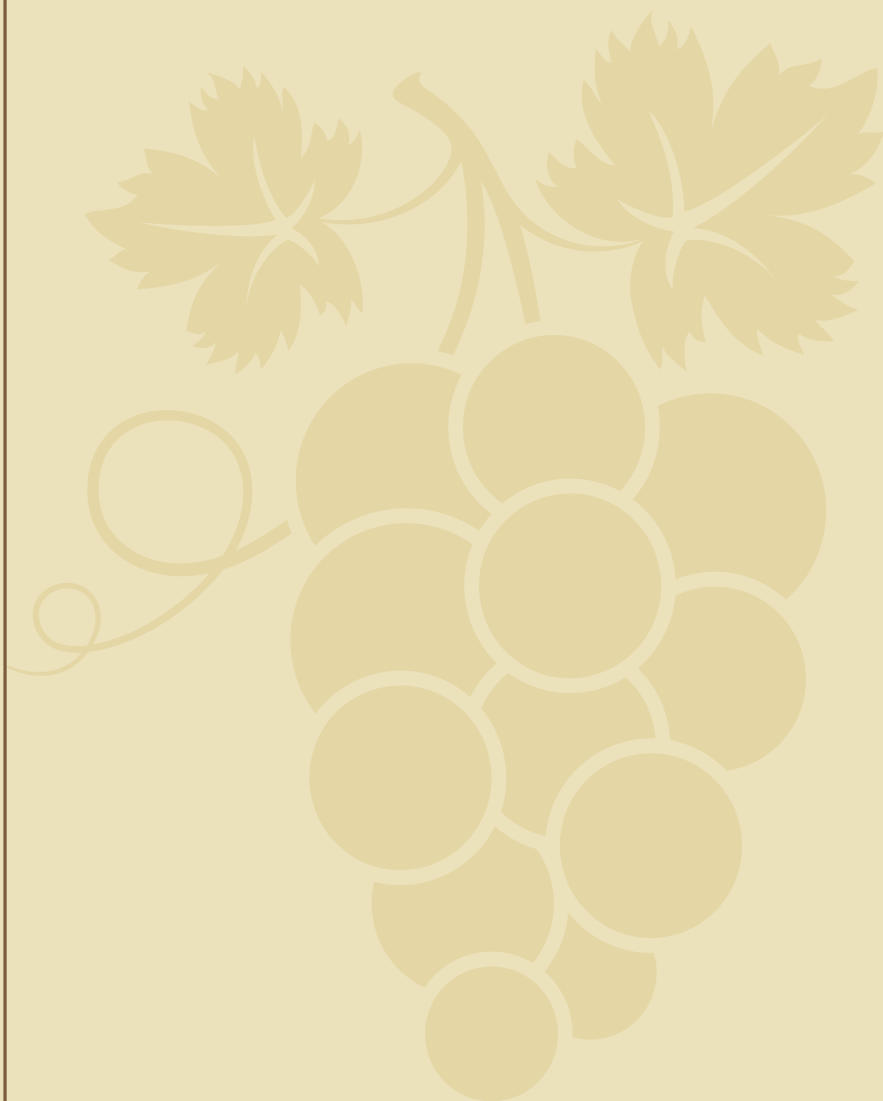
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Notes





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