

**NAIA**

# **87th Annual Conference**



**~ Better Together ~**

**87th Annual Conference**

**May 7th - 10th, 2024**

**Exhibitor/Sponsor Package**

**The Hyatt Regency San Antonio, San Antonio, TX**



# 2024 Schedule of Events

## Monday, May 6, 2024

9:00 am Executive Committee Meeting

## Tuesday, May 7, 2024

7:45 - Golf Registration

8:30 - Golf Shotgun Start

4:00 pm - 6:00 pm Registration

8:00 pm - 9:00 pm Opening Reception

## Wednesday, May 8, 2024

8:00 am - 11:30 am Registration

8:00 am Breakfast and Welcome - NAIIA President: John Henderson and  
Education Committee: Susan Daniels and Shannen Wyatt

8:15 - 9:15 am - Opening Session - Jan Hargrave

9:30 - 10:45 am - National Advisory Council

11:15 am - 12:40 pm - Aperture - Brian K. Jones & Shanon Burgess

12:45 - 1:45 pm - Lunch and Learn - "Handling Business Income & Extra  
Expense Losses of Varied Types of Exposure": Ivera Group, Bill Gruhler

2:15 - 2:45 pm - "Independent Contractors Instead of Employees -  
In Small Business": Ivera Group, Bill Gruhler

3:15 - 4:15 pm - Belfor - Chris Curless

## Thursday, May 9, 2024

8:00 am Brunch and Prize Drawings with the Exhibitors

9:45 am Exhibitor Prize Drawings

10:30 - 1:00 pm NAIIA Annual Membership Meeting

6:30-9:30 pm Annual NAIIA Banquet

## Friday, May 10, 2024

9:00 am - NAC Delegates Meeting

9:00 am- IILA Meeting

11:30 am - Executive Committee Meeting

6:00 pm - Theme Night

# 87th Annual Conference

## Wednesday, May 8th Sessions

**8:10 - 8:15 am**

**Introduction - President John Henderson & Education Committee Susan Daniels and Shannon Wyatt**

**8:15 - 9:15 am**

**Opening Address - Jan Hargrave, Body Language Expert and Trial Consultant**

**"Actions Speak Louder Than Words"**

Body language expert Jan Latiolais Hargrave teaches you the ways in which your body communicates to the world around you. As the nation's leading behavioral authority and body language expert, Ms. Hargrave provides you with the skills you need to "read" your family, your associates, your customers, in fact, everyone around you.

Jan describes the "hidden messages" you use in your everyday life and shows you how to stop the lies and uncover the truth—in any conversation or situation.



**9:30 - 10:45 am**

**Session 1 - National Advisory Council**

**NAC Symposium**

Join us for lively and timely discussions on matters of importance to the industry. This session is open to all attendees. A panel of very experienced insurance company claim representatives will answer your questions on any matter timely to the insurance claims market. This is a behind the scenes look at what drives the insurance market, how your understanding can be a competitive advantage and ask questions and get responses from client representatives from across the country. Moderated by President-Elect Bill Schulenberg, the session enables our experienced panel of National Advisory Council members to share their experiences and wisdom.



## Wednesday, May 8th Sessions

11:15 - 12:45 pm

**Session 2 - Brian K. Jones & Shanon Burgess**

**Aperture**

**Brian Jones is an Accident Reconstruction/Biomechanical Specialist and Forensic Expert with Aperture. Brian has reconstructed thousands of motor vehicle/pedestrian accidents, performed hundreds of biomechanical and mechanical engineering analyses, and analyzed numerous slip/trip and fall incidents.**



**Shanon Burgess is a Digital Forensic Expert for Aperture. For over eight years, Shanon has forensically investigated litigated cases involving distracted driving, fraud, employee misconduct, data exfiltration, criminal investigations, damaged devices, and other issues involving digital devices.**



# 87th Annual Conference

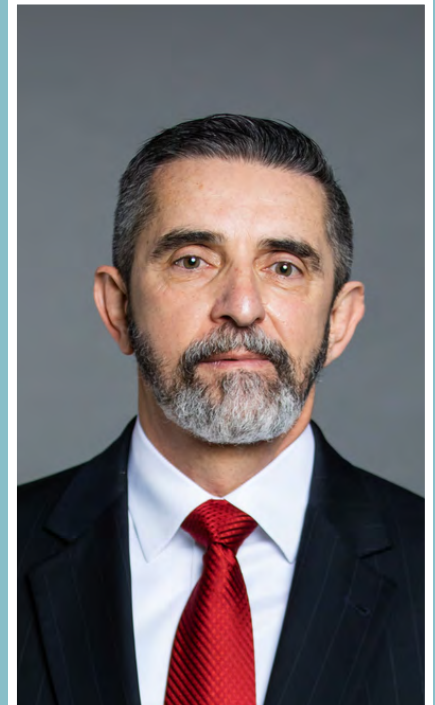
## Wednesday, May 8th Sessions

**12:45 - 2:45 pm**

**Lunch & Learn and Session 4 - Bill Gruhler**

**Ivera Group**

As a forensic accountant in the insurance claims industry, Bill Gruhler from Ivera Group brings over 42 years of experience handling accounting related losses. His expert services have involved claims worldwide and covered all types of industries, to include small businesses to billion dollar companies, private and public. These accounting investigations have involved first and third party claims, and the review of property and liability losses. His expert testimony has resulted in successful resolutions, in settling complex matters. He is the President and CEO of a National Forensic Consulting Company, and a speaker covering numerous topics in this field.



**3:15 - 4:15 pm**

**Session 5 - Chris Curless**

**Belfor**

Chris Curless is currently a senior estimator and project manager for Belfor Property Restoration. He has been in the restoration industry for 11 plus years starting as a water technician and working his way up to his current role. He has been a licensed Mold Assessment Consultant for the State of Texas in the past. Chris has a vast knowledge of water, fire, and mold remediation as well as large loss reconstruction projects.



# 87th Annual Conference

## Friday, May 10th Theme Night

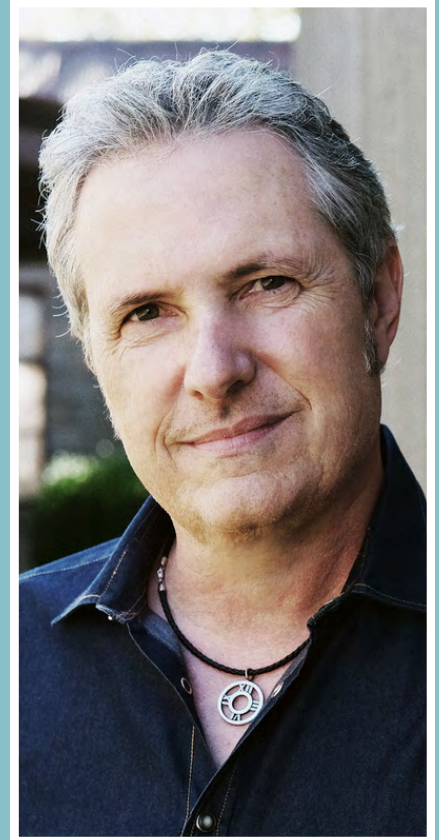
**6:00 pm**

**Theme Night - Jim Collins**

**Successful Songwriter & Performer**

**As the songwriter behind some of country music's biggest hits of the last four decades, Jim Collins is pure and simply a hitmaker. He is a member of the Texas Songwriter's Hall Of Fame and a two-time GRAMMY® nominee who has written songs that have launched careers for new artists and created peak moments for some of country's biggest superstars.**

**Jim has had over 250 of his songs recorded by major country music stars, including Carrie Underwood, Reba McEntire, Tim McGraw, Keith Urban, Alan Jackson, Brad Paisley, Dustin Lynch, Rodney Atkins, Lee Brice, Chris Young, Little Big Town, Zac Brown Band, Joe Nichols, Ronnie Dunn, LeAnn Rimes, Ashley Monroe, Darryl Worley, Kenny Rogers, Lonestar, Dwight Yoakum, Mark Wills, Don Williams, Ronnie Milsap, and many others.**





# May 2024 Registration Form

If you are a member, please login to the member management system and register yourself. If you are not the administrator to the account, the administrator can add you by

1. Going to **Manage Membership**, employees and clicking on the box next to employee (make sure there is an email for the employee)
2. Click the user button next to the name (an email will be sent with a user name and password)
3. If you want administrator to register the employee click on conference instead of user
4. Employee may login and register at [naiia.com](http://naiia.com) by clicking on the blue login button
5. Once logged in, click on **Conference Registration**

Name:  Badge Name:

Company:  Email:

Address:

City/State/Zip:  Fax:

Phone:  Email:

Guest/Spouse Name:  Guest Email:

## Members Only:

Please designate your firm's voting member:

For our planning purposes, please indicate how many will be attending each of the following events:

Event:	No. Attending:
Tues. Opening Reception	<input type="text"/>
Wed. Breakfast	<input type="text"/>
Wed. Lunch and Learn	<input type="text"/>
Wed. Welcome Reception	<input type="text"/>
Thur. Breakfast w/Exhibitors	<input type="text"/>
Thur. Membership Meeting	<input type="text"/>
Thur. Annual Banquet	<input type="text"/>
Fri. Theme Night	<input type="text"/>

Please complete this form, and the activities form.  
Mail with all appropriate fees to:  
NAIIA • 87 N. Crooked Lake Drive • Kalamazoo, MI 49009  
If you have any questions or need additional information, please contact Sheri Csom  
Phone: (877) 344-0624 • Fax: (269) 978-9078 •  
Email: [sheri@naiia.com](mailto:sheri@naiia.com)

## Fees:

- Children over 12 \$300.00 ea \$
- Children 3-12 \$200.00 ea (Children Under 3 are free) \$
- Non-member \$1595.00 ea \$
- Donation to "Juvenile Diabetes Research Foundation" \$
- NAIIA 2023 Annual Fundraiser Tuesday, May 7th Golf Tournament (includes lunch) \$195.00 per person \$
- Golf Sponsorship (\$250.00) \$
- Registration fee is \$975, additional \$450 for Spouse \$

**Total Registration Fee:** \$

Continue to Next Page for Payment Info

# May 2024 Registration Form Continued

## Refund Policy:

Prior to Feb. 15, 2024 50% refund if cancelled by March 15, 2024.

No refunds after March 15, 2024

No refunds for Golf payments

Only the names responding with this form before April 15, 2024 will be reflected on the Conference Registration Lists

## Late Registration Fee:

A 10% Fee will be added to all registrations received after April 15, 2024.

There will be no receipt of this registration form.

\*There will be a 3% service charge if you opt to use a credit card for payment\*

Credit Card Holder Name:

Address:

City/State/Zip:

Credit Card Number:

(Exp. Date):  /  /

SEC:

## Hotel Registration Form

The Hyatt Regency San Antonio  
123 Losoya St.  
San Antonio, TX 78205

May 7th - 10th, 2024

Check-In Time: 4:00 pm - Check-Out Time: 11:00 am

**PLEASE RESERVE THE FOLLOWING ROOMS - Please note this is a non-smoking hotel**

### PLEASE MAKE YOUR OWN HOTEL RESERVATIONS

The Hyatt Regency San Antonio

123 Losoya St., San Antonio, TX 78205

[https://www.hyatt.com/en-US/group-booking/SATRS/G-GAG8?](https://www.hyatt.com/en-US/group-booking/SATRS/G-GAG8?src=envision_email_grpreserv_ENG_20230920_GroupBooking_TC000000170A000010937ENG_G-_442470)

[src=envision\\_email\\_grpreserv\\_ENG\\_20230920\\_GroupBooking\\_TC000000170A000010937ENG\\_G-\\_442470](https://www.hyatt.com/en-US/group-booking/SATRS/G-GAG8?src=envision_email_grpreserv_ENG_20230920_GroupBooking_TC000000170A000010937ENG_G-_442470)

(210) 222-1234

If calling make sure you are under the NAIIA room block to receive the discounted rate

Cancellation policy is 3 days prior to arrival. One night room and tax charge for any early departures.

**NAIIA Block Rate cut off date is April 12th, 2024**

Questions: [sheri@naiia.com](mailto:sheri@naiia.com)





# Golf Information

## Canyon Springs Golf Club

Par 72, 6,225 yards, 18 holes



Named by Golf Digest and Golf Magazine as "America's Best New Public Golf Course" when it debuted in 1998, Canyon Springs Golf Club's stunning championship golf course, upscale amenities, superlative guest service and beautiful natural setting offer golfers and visitors a foursome of reasons to play, dine and socialize.

Designed by Thomas Walker to blend seamlessly with its serene natural setting, the club's spectacular championship golf course features a unique loop design - giving each hole an air of seclusion. Golfers share the course with longhorn steer, wild deer and other wildlife species, while an old cemetery adjacent to the course, historic buildings, stone accents and other remnants pay homage to the site's original homestead. Complementing its remarkable golf, the club boasts a charming yet modern clubhouse and an array of services that make the club one of the region's most desirable dining and event venues.

**Tuesday, May 7th • \$195.00/per person Golf Sponsors**

**Canyon Country Club**

**Registration: 8:00 am • Shotgun Start: 8:30 am**

(Proper golf attire required: collared shirts, soft spikes)  
Cost includes: green fees, driving range, lunch and prizes.

### Golf Sponsors

Tee Box Sponsor	\$ 250
Closest to the Pin (4 total)	\$ 250
Longest Putt Sponsor	\$ 250
Golf BBQ Lunch Sponsor w/Speaking Opportunity	\$1,000

#### GOLFERS ONLY:

Handicap or Average Score:

Please indicate any preferred partners  
(final pairings based on balanced teams):

Do you need club rentals, if so right or left  
handed:

Name:

Company:

Phone:

Fax:

Email:

# NAIIA 2024 National Conference Charity

The 2024 NAIIA Charity chosen by Immediate Past President Peter Schifrin is the Juvenile Diabetes Research Foundation. Peter and Wendy's daughter Grace was diagnosed with Type 1 diabetes at 18 months. The Schifrin's learned first-hand the impact of T-1 diabetes and the great need for advancements in treatment and an eventual cure. **SGD will match all donations made in connection with the annual conference.**

## T1D 101

What Is Type 1 Diabetes?

Type 1 diabetes (T1D) is a chronic autoimmune disease in which a person's pancreas stops producing insulin, a hormone people need to get energy from food. T1D strikes both children and adults, and its onset has nothing to do with diet or lifestyle. People with T1D depend on external insulin, via injection or infusion with an insulin pump, to survive. There currently is no cure for T1D.

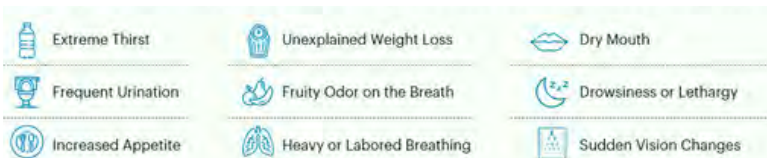


## Types of Diabetes:

	Type 1 Diabetes	Type 2 Diabetes
Cause	Tied to autoimmune, genetic and environmental factors	Tied to aging, a sedentary lifestyle, obesity and genetic susceptibility
Effect	Pancreas cannot produce insulin	Pancreas cannot properly use insulin the body produces
Treatment	Lifelong insulin	Managing diet and exercise, medications, possible insulin treatment
Prevalence	Approximately 5% of diabetes cases	90% - 95% of diabetes cases
Prevention/Cure	Cannot be prevented or cured currently	Possible to prevent or manage it by diet and/or exercise (for some)

## Signs of T1D:

Warning signs of T1D often appear suddenly and sometimes require immediate medical attention. These may include:



## Finding Cures:

While insulin therapy keeps people with T1D alive, it is not a cure, nor does it prevent the possibility of serious complications from T1D. At JDRF, we fund research to deliver new devices and therapies that make day-to-day life with T1D easier, safer and healthier until we can ultimately find cures and prevent this disease.