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**IMPORTANT:  
Convention  
Information!**

## PIA of Louisiana's 68th Annual Convention

July 16<sup>th</sup> – 19<sup>th</sup>, 2011

Bay Point Marriott Golf Resort & Spa • Panama City Beach, FL



**REGISTRATION FEE**      \$250  
**HOTEL RATE**              \$189/night  
**AGENDA HIGHLIGHTS**  
12 Hours of CE Credit  
4 Hours of Exhibition Hall  
Social Receptions & Networking



## PIA of Louisiana's 68th Annual Convention

July 16<sup>th</sup> – 19<sup>th</sup>, 2011

Bay Point Marriott Golf Resort & Spa • Panama City Beach, FL

*Look who's "In It to Win It" Already*

### Keystone Sponsors

Accu-Auto	GeoVera Specialty Insurance	N-Surance Outlets, Inc.
Affirmative Insurance Services	Homebuilders SIF	National Automotive Insurance Co.
American Strategic Insurance (ASI)	Hull & Company, Inc.	North Central Agency
Assurant Specialty Property	Imperial Fire & Casualty	Prime Rate Premium Finance
Bankers Insurance Group	Interstate Insurance Underwriters	Progressive Insurance Company
Burns & Wilcox, Ltd.	Lane & Associates	Southern States General Agency
Capital Premium Financing	LCTA Workers' Comp	The Hanover Group
Encompass Insurance/Allstate	LUBA Workers' Comp	The Republic Group
Fidelity National P & C	LWCC	Young Insurance Professionals (YIPs)
First Premium Insurance Group		

### Convention Sponsors

Americas Insurance Company	Hall-Wright General Agency	StoneTrust Commercial Insurance
Forest Insurance Facilities	Louisiana Surplus Lines Association	

### Trade Show Exhibitors

Accu-Auto	CCiComputer Services Inc.	LWCC
Affirmative Insurance Services	First Premium Insurance Group	N-Surance Outlets, Inc.
Americas Insurance Company	Homebuilders SIF	National Automotive Insurance Co.
Amerisafe, Inc.	Hull & Company, Inc. of Louisiana	Occidental Fire & Casualty
Bankers Insurance Group	Imperial Fire & Casualty	Prime Rate Premium Financing
Broadway Premium Funding	Lane & Associates	Progressive Insurance Company
Capital Premium Financing	LCTA Workers' Comp	Young Insurance Professionals (YIPs)

*Companies supporting as of March 1, 2011*

# PANAMA CITY BEACH

## SHOPPING

- Specialty and outlet stores at Pier Park

## DINING

- Pier Park — casual restaurants to steakhouse
- Sharky's and Schooner's Beach Bars for outdoor beach dining
- Montego Bay and Shuckum's — oysters
- Capt. Anderson's — family seafood restaurant
- Pasta Grill Restaurant with Antonio's Bakery & Café
- Dirty Dick's Crab House — seafood, steaks and more with a distinctive New Orleans accent
- Sonny's Real Pit Bar-B-Q
- The Treasure Ship with Hook's Grille & Grog and Captain Crabby's Steamed Seafood & Prime Rib
- Mellow Mushroom Pizza Bakers

## ATTRACTIONS

- The Grand Theatre at Pier Park
- Zoo World — exotic animals and botanical garden

- Gulf World Marine Park
- Ripley's Believe It or Not Museum with 4D moving theater
- Tons of miniature golf parks around the area
- Camp Helen and St. Andrews State Parks
- Many watersport rentals, tours and encounters
- Panama City Beach and Seabreeze Wineries — gourmet foods and wine tasting
- Rock It Lanes — bowling, roller skating and arcades
- Shipwreck Island Water Park — largest in Florida
- Fun parks with go-carts, bumper boats, kiddie rides, haunted houses and batting cages

## NIGHTLIFE

- Willy's Pier Bar — blues club
- The Boatyard — live guitar ensembles nightly
- Calypso — live beachy, "Jimmy Buffet"-style music
- Spinnaker Beach Club — voted "Best Burger" and "Club of the Year"
- Club la Vela — the largest nightclub in the USA

# TENTATIVE AGENDA

## SATURDAY, JULY 16

- Noon
- 1:00 p.m. — 5:00 p.m.
- 3:00 p.m. — 7:00 p.m.
- 6:30 p.m. — 7:00 p.m.
- 7:00 p.m. — 8:00 p.m.
- 10:00 p.m. — TBA

- Board Lunch
- Board Meeting
- Registration
- First Timers' Reception
- Opening Reception
- YIPs Hospitality Suite Open

Sponsored by **Fidelity National Property & Casualty**  
Sponsored by **StoneTrust Commercial Insurance Co.**

Sponsored by **Young Insurance Professionals**  
Sponsored by **LUBA Workers' Comp**

## SUNDAY, JULY 17

- 8:00 a.m. — 9:00 a.m.
- 9:30 a.m. — 4:00 p.m.
- 10:00 a.m. — Noon
- 10:00 a.m. — Noon
- 11:00 a.m. — 4:00 p.m.
- Noon — 1:00 p.m.
- 1:00 p.m. — 4:00 p.m.
- 1:00 p.m. — 3:00 p.m.
- 3:00 p.m. — 5:00 p.m.
- 5:00 p.m. — 7:00 p.m.

- Fun Run
- Registration
- CE Seminar (2 hrs CE)
- YIPs Board Meeting
- Exhibitors Set-up
- Past Presidents' Brunch
- YIPs Pool Party
- CE Seminar (2 hrs CE)
- CE Seminar (2 hrs CE)
- Welcome Reception w/ Exhibitors

Sponsored by **First Premium Insurance Group**  
Refreshments Courtesy of **Americas Insurance Co.**  
Break Sponsored by **Hull & Company**

Sponsored by **Fidelity National Property & Casualty**  
Sponsored by **Progressive**  
Sponsored by **The Hanover Group**  
Break Sponsored by **Louisiana Surplus Lines Assoc.**  
Sponsored by **LCTA Workers' Comp, Prime Rate Premium Finance, The Republic Group**  
Sponsored by **National Automotive Insurance Co.**

- 10:00 p.m. — 1:00 a.m.
- 1:00 a.m. — TBA

- Dance Party (Adults Only)
- YIPs Hospitality Suite Open

## MONDAY, JULY 18

- 8:00 a.m. — Noon
- 9:00 a.m. — 11:00 a.m.
- 9:00 a.m. — 11:00 a.m.
- 11:00 a.m. -- 1:00 p.m.
- 11:00 a.m. -- 1:00 p.m.
- 1:00 p.m. — 4:00 p.m.
- 7:00 p.m. — 10:00 p.m.

- Registration
- General Session (2 hrs CE)
- Spouses' Program
- Lunch with Exhibitors
- Trade Fair Open & Door Prize Drawings
- Beach Party-Volleyball
- "In It to Win It" with PIA (Family Event)

Refreshments Courtesy of **Young Insurance Professionals**  
Sponsored by **Imperial Fire & Casualty**

Sponsored by **Encompass Insurance/Allstate**

Sponsored by **First Premium Insurance Group**  
Sponsored by **American Strategic Insurance (ASI) & Southern States General Agency**

- 10:00 p.m. — TBA

- YIPs Hospitality Suite Open

## TUESDAY, JULY 19

- 7:00 a.m.
- 8:00 a.m.
- 8:00 a.m. — 9:00 a.m.
- 9:00 a.m. — Noon
- 6:30 p.m. — 10:30 p.m.
- 6:30 p.m.
- 7:30 p.m.

- Golf Registration
- Golf Tournament
- CE Seminar (1 hr CE)
- CE Seminar (3 hrs CE)
- Kids' Program
- President's Reception
- Annual Banquet Installation & Awards Ceremony

Beverages Sponsored by **N-Surance Outlets**  
Sponsored by **Hull & Company, Inc.**

Sponsored by **Interstate Insurance Underwriters**  
Sponsored by **Capital Premium Financing, Bankers Insurance Group, & LWCC**  
Wine Sponsored by **Lane & Associates**

- 10:00 p.m. — TBA

- YIPs Hospitality Suite Open

\*Please note that this agenda is tentative and subject to change. Revised agendas will be posted at [www.piaoflouisiana.com](http://www.piaoflouisiana.com).

# AT THE HOTEL

## HIGHLIGHTS

- Nicklaus Design and Meadows Championship Golf Courses
- Serenity Spa
- Full-service marina
- Beach chairs and umbrellas
- Indoor pool and whirlpool; 4 outdoor pools and whirlpool
- Kid's camp and babysitting services
- 5 clay tennis courts
- Beach volleyball
- Bicycle trails
- Water sports and fishing
- Dol-Fun and wave-runner tours, boat, pontoon and kayak rentals and other guided tours

- Explore Shell Island — free shuttle boat from hotel dock

## DINING

- Kingfish Restaurant & Lounge — enjoy "Floribbean" cuisine in the casual and colorful restaurant and sushi bar and linger at water-view tables or lounge outdoors on the veranda
- Limes Bar & Grill — a water-bound, open beach bar and favorite spot for locals and visitors
- Club 19 — club-style selections, including classic fare from burgers to other light favorites and a wide selection of ice-cold beers

# HOTEL & REGISTRATION INFORMATION

## HOTEL

- Bay Point Marriott Golf Resort & Spa is located in Panama City Beach, FL on St. Andrews Bay.
- The Hotel offers several rooming options: Resort View (run of house) at **\$189**, Bay View at **\$199** within the block + state and local tax for single or double occupancy.
  - Room booking deadline: **June 15, 2011.**
  - Book your room at **(866) 234-5362.**
  - Rooms are available on a first come basis. Please book your rooms as soon as possible.
  - Hotel Cancellation Policy:** To avoid a charge of one night's room and tax, cancellation of your room arrangements must be received at the hotel **within 3 days of arrival.**

## CONVENTION REGISTRATION

- A **\$50 discount** will be given to first time agent delegates as per PIA's records. You may find this discount indicated on the Delegate Registration Form in Section 6. Payment.
  - Early Bird deadline: **May 20, 2011.**
  - Fee includes: all receptions and meals on agenda, education seminars and children's program.
  - PIA of Louisiana can only take Visa, MasterCard or Discover credit cards.
  - You have the option to pay at time of registration or to be billed on July 1, 2011.

## TRANSPORTATION

- 15 minutes from Panama City Airport (PFN).

# CONVENTION HIGHLIGHTS

It won't be only **fun and games** in Panama City Beach at this year's convention, but we're sure to be "In It to Win It" with pertinent education, recreational activities and fun for all ages! If you have any questions about the Annual Convention in general, please contact the PIA office at (800) 349-3434. Register today to be sure you are "In It to Win It."

- First Timers' Reception — If you are new to "the PIA Show," then plan to attend this event where you can meet PIA Leadership and other newcomers.
- Trade Show with Exhibitors — Our exhibitors will be "In It to Win It" with industry vendors and valuable information.
- Dance Party — A true ode to the convention's tradition, with songs of yesterday and today for you to boogie down to.
- Spouses' Program — All registered spouses may

attend this event with our hostess, PIA First Lady Michelle Dimattia.

- Family Event — Start honing your skills now so you can participate in the PIA "In It to Win It" Challenge. Practice games will be listed on the PIA website. PIA's "In It to Win It" Challenge is open to adults and kids. Dinner will be served.

