



Navigate the “New” Future with PIA



PIA VA/DC Trade Fair & Convention

August 26–27, 2021

Sheraton Virginia Beach Oceanfront Hotel

Wednesday, August 25, 2021

2:00—5:00 pm—Board Meetings

8:30—11:00 pm—YPC Trivia Night / Hospitality Suite

Thursday, August 26, 2021

8:00 am—Convention Registration opens

8:00 am—Exhibit area opens for exhibitor set-up only (no agent access)

9:00 am—12:00 pm—**Ethical Decisions in the Insurance World** (2 ETH) Speaker: Bob Rembecki

VA Continuing Education Today-Tomorrow-Beyond (1 LR) Speaker: Sheryl Chasse

12:00—3:00 pm—FREE Trade Fair

2:00—3:00 pm—Trade Fair Reception

2:45 pm—Trade Fair Grand Prize Drawings (Trade Show & Registration Desk closes)

3:30—5:30 pm—**InsurTech & the Future of the Insurance Agent** (2 PC)

Speaker: Dr. Kaenan Hertz—Managing Partner at InsurTech Advisors, LLC

Evening Free (for companies to dine with agents)

8:30—11:00 pm—YPC Karaoke / Hospitality Suite

Friday, August 27, 2021

8:00—9:30 am—Annual Business Mtg/Awards Breakfast/Special Olympics check presentation

9:30—11:30 am—**Future of the Independent Agent - Panel Discussion with Jason Kilgo, Judge Parker, John Potthast, Deb Vigotsky and PIA National President Wayne White; Moderator - Carla Marks**

Boxed Lunch

12:00—2:00 pm—**The Secret Society of Successful Salespersons-What They Know That You Don't Know!**

Speaker: Jason Kilgo—CPIA—Founder of Kilgo Insurance Agency (no CE)

2:30—4:30 pm—Corn Hole Tournament—benefits Special Olympics Virginia

6:00 pm—Past Presidents Reception ★

6:30 pm—General Reception begins (*cash/credit card bar open*)

7:00 pm—Closing Celebration—Guest Speaker: Wayne White, CPA,CPIA,PFMM, PIA National President
Hospitality Suite with DJ at completion of Closing Celebration (open to 11:00 pm)