



PIA VA/DC Trade Fair & Convention

June 29 & 30, 2022

Sheraton Virginia Beach Oceanfront Hotel



Blast Off - June 28th

8:00 PM

Hospitality Suite

Trivia Night – Sponsored by the YPC.

Day One - June 29th

9:00 AM - Noon

Social Media Launch Site

Michelle Etheridge & Scott Hicks, Ballyhoo Digital

Workshop to produce social media video. Bring your laptop. Learn Tips & Tricks to best utilize social media platforms.

Noon – 1:00 PM

Rocket Referrals

Matthew Smith, Rocket Referrals

Grow your agency with tools made for insurance. Includes a Boxed Lunch.

1:00 – 2:00 PM

Knowledge Blasts

See how some of PIA's best do it.

Dave Comey, Southeastern Insurance Services, Inc.

Gerald Hemphill, GFH Insurance Agency, Inc.

Jason Kilgo, Kilgo Insurance, LLC

Shannon Springer, The Springer Agency

2:00 – 5:00 PM

Trade Fair

Networking with Agents, Carriers & Vendors.

3:00 – 4:00 PM

Complimentary Head Shots

8:00 PM

Hospitality Suite

Karaoke – Sponsored by the YPC.

Day 2 - June 30th

8:00 AM

Networking at Mission Control

Continental Breakfast.

8:30 – 9:30 AM

Relaunching Your Dreams

Brandon Smith, Glidewell

Refocus and Re-energize your business.

9:30 – 10:30 AM

Get it Done without Time Travel

Billy Wagner, Brightway

Learn the best ways to manage your time.

10:30 – 11:30 AM

Mind the Gap

Brandon Smith, Glidewell

Balance the relationship with relationships and technology.

11:30 AM – 12:30 PM

Lunch with the Commissioner

Scott A. White

Boxed lunch.

12:30 – 2:00 PM

Righting the Mothership

Billy Wagner, Brightway

Masterclass on running a successful Agency.

2:30 – 4:30 PM

Corn Hole Tournament

Fundraiser for Special Olympics Virginia.

6:00 PM

Past Presidents Reception—Invite Only

6:30 PM

Networking Reception

Cocktails & Hors d'oeuvres.

7:00 PM

Awards Dinner

9:00 PM

Live Band

"Later That Night"