

IIABL & IIAM Young Agents Conference



Young Agents Leading the Pack



They All

Asked For



Register
Today!



Website
my.IIABL.com

Agenda

Thursday, August 21, 2025

4:30 pm - 6:30 pm **3rd Annual Bowling Tournament**, Mid City Lanes Rock N' Bowl

Friday, August 22, 2025

9:00 am **Registration Opens**

10:00 am - 11:00 am **Building the Ultimate Referral Machine**, Bradley Flowers

This presentation is a tactical playbook for insurance agency owners on how to build a successful referral-driven business by leveraging high-producing referrals partners. Bradley will walk the audience through a tested process of identifying top partners, building real relationships, and streamlining communication to become an indispensable part of their process. It's practical, direct, and structured like a step-by-step guide, drawing on real success at Portal Insurance.

11:00 am - 1:00 pm **Lunch On Your Own**

1:00 pm - 2:00 pm **Debrief to Win**, Robert "Cujo" Teschner

Former Air Force Top Gun, Rob "Cujo" Teschner, builds on his work as the U.S. Air Force's Subject Matter Expert on the fighter pilot Debrief as an instructor at the renowned U.S. Air Force Weapons School. He's adapted the Air Force high-performing team approach to Debriefing and introduces this process to help organizations achieve their all and build contexts where teams can thrive.

2:00 pm - 2:20 pm **Refreshment Break**

2:20 pm - 3:20 pm **Debrief to Win Workshop**, Robert "Cujo" Teschner

Transition into an experiential learning session where attendees work through a simulation at their tables, giving them a real sense of how to use a Debrief to drive learning and improvement.

3:30 pm - 4:30 pm **Content Creation That Actually Sells Insurance**, Bradley Flowers

This short but strategic presentation is centered around content marketing as a sustainable business generator for insurance agencies. How to become a content-driven agency owner or team member who's brand is known and lead generation happens naturally. Bradley will take you through educating and repurposing content across multiple formats. The emphasis is on content that builds trust, positions the agency as a guide, and supports long-term relationship building, not quick-hit sales.

5:00 pm - 6:30 pm **Welcome Reception with Exhibitors**

Saturday, August 23, 2025

9:00 am - 10:00 am **Big I Brunch**

10:00 am - 12:00 pm **Elite Leadership**, Angus Reid

Elite leadership isn't just about talent or strategy—it's about creating a culture of trust, accountability, and shared values that inspire peak performance. Drawing from his 13-year pro football career and time as a six-season team captain, Angus Reid shares powerful, real-world leadership lessons that help individuals and teams rise above the competition and sustain success over time.

12:00 pm **They All Asked for Clues - The Great Agent Hunt!**

Strut your stuff across the streets of New Orleans in this interactive networking scavenger hunt that's part strategy, part streetcar, and 100% unforgettable. Whether you're in it to win or just want to wander the wild side of the French Quarter, this scavenger hunt is your ticket to making memories, meaningful connections, and maybe a few new dance moves.

5:00 pm - 6:00 pm **Cocktail Reception**





Registration

Type

LA Agent Registration

Cost - Before 8/8

\$199

Cost - After 8/8

\$225

MS Agent Registration

\$199

\$225

Company/Broker Registration

\$199

\$225

Spouse/Guest Registration

\$125

\$150

Bowling Tournament Ticket

\$65

\$90



REGISTER NOW

Disclosures

Cancellation Policy: No refunds will be available after August 8. No-shows will be responsible for full payment & not entitled to a refund. Attendees may transfer their registration for this event to another individual within the same company at any time prior to the event or onsite at the event.

Privacy Policy: IIABL & IIAM are committed to protecting your information and privacy. One of the expressed purposes of the event is networking and building business relationships. By registering for this event, you give permission to IIABL and IIAM to share your contact information with other event participants.

Spouse/Guest Registration Defined: "Spouse/Guest Registration" is reserved for a spouse, family member or friend who is not employed by an agency or company that provides services in the insurance industry and will only be attending the social functions. A Spouse/Guest will NOT be eligible to receive CE credits.



Hotel Accommodations

Royal Sonesta New Orleans

300 Bourbon Street

New Orleans, LA 70130

(504) 586-0300

Hotel Check In 4:00 pm

Hotel Check Out 11:00 am

Reservations can be made directly with the Royal Sonesta. The Royal Sonesta is offering a discounted room rate of \$189++ that will be available until July 30, 2025, or until the room block sells out. This room rate is available 3 days pre and post the event dates.

Parking discount of \$43 daily will also be available from Wednesday, August 20, 2025, until Sunday, August 24, 2025.

Hotel room rates are subject to an additional person per room charge for each additional person in a room. This charge is currently \$40, per person, per night.

BOOK NOW



Exhibitor & Sponsorship Opportunities

Platinum, \$1,500

Includes:

- Company Video Promotion (must create and send to IABL)
- Cocktail Reception Sponsor
- Company Logo All Event Marketing Pieces
- Tabletop Exhibit at Opening Reception
- 3 FREE Registrations

Gold, \$1,000

Includes:

- Friday Keynote Speaker Sponsor
- Company Logo On All Event Marketing Pieces
- Tabletop Exhibit at Opening Reception
- 2 FREE Registrations

Silver, \$750

Includes:

- Saturday CE Session Sponsor
- Company Logo On All Event Marketing Pieces
- Tabletop Exhibit at Opening Reception
- 1 FREE Registration

Bronze, \$500

Includes:

- Refreshment Break Sponsor
- Company Logo On All Event Marketing Pieces
- Tabletop Exhibit at Opening Reception

Exhibit Only, \$300

Includes:

- Tabletop Exhibit at Opening Reception

PLEASE NOTE:

Includes:

- Please email high res logos (png or jpeg) to koregan@iabl.com
- Tabletop exhibit includes a 6-ft table, 2 chairs, and 1 waste basket
- Please consider donating door prizes!
- Attendee lists will be sent out to all registered attendees periodically leading up to the event!

