



2025 CONVENTION AGENDA

MONDAY, May 5

- 9:00am Registration Opens – **Atrium**
- 9:40 – 9:55am First Timer’s Orientation – **Prairie**
- 10:00am – Noon Breakout Sessions – choice of: 2hr. CE
A. “Annuities Part 1 (Mechanics)” – **Executive**
Rick Goolsby, Richard L. Goolsby Insurance and Annuities
B. “Am I Covered When I Rent A Car” – **Board**
Ted Kinney, Kinney Training and Consulting, LLC
C. “We Are Called to do the Right Thing” (No CE) – **Directors**
Prakash Matthew, retired NDSU Provost
- 10:15am 1752 Club Meeting – **Prairie**
- Noon – 1:00pm Opening Luncheon – **Crowne/Sterling**
Ariel Rivera, PIA National President
- 1:00 – 3:00pm Breakout Sessions – choice of: 2hr. CE
A. “Annuities Part 2 (Suitability Regulations)” – **Executive**
Rick Goolsby, Richard L. Goolsby Insurance and Annuities
B. “Certificates of Insurance: Embrace the Pain” – **Board**
Ted Kinney, Kinney Training and Consulting, LLC.
C. “DC and the Farm Bill” - **Directors**
Stephen Frerichs, AgVantage, LLC
- 3:00 – 6:00pm Trade Fair – **Embassy/Royale**
- 3:15 - 3:45pm PIAND Annual Meeting/Elections – **Prairie**
- 5:30 – 6:30pm Social Hour in the Trade Fair – **Embassy/Royale**
- 6:30 – 10:00pm Annual Banquet & Awards – **Crowne/Sterling**
Entertainment - Featuring *Reza*

TUESDAY, May 6

- 8:15 – 9:30am Breakfast with the Insurance Commissioner 1hr. CE – **Crowne/Sterling**
- 9:45 - 11:45am Breakout Sessions – choice of: 2hr. CE
A. “Senior Insurance Solutions (LTC)” – **Executive**
Rick Goolsby, Richard L. Goolsby Insurance and Annuities
B. “Overlooked & Undersold Comm’l Property Coverages” – **Board**
Ted Kinney, Kinney Training and Consulting, LLC
C. “Crop Insurance and AI” - **Directors**
Steven Maulberger, Great American Insurance Group
- Noon – 1:00pm Luncheon – **Crowne/Sterling**
Mike Skiados, PIA National CEO
- 1:00 – 3:00pm General Session (for all attendees) – **Board/Directors**
“Rebating and Insurance Law Roundtable”
Steve Becher, PIA of ND
Jon Godfread, ND Insurance Commissioner