

NETWORKING



**TRADE
FAIR**

60th ANNUAL PIAND CONVENTION & TRADE SHOW

May 5 – 6, 2025

Holiday Inn – Fargo, ND

**TOP NOTCH
SPEAKERS**

**CONTINUING
EDUCATION**





P&C Continuing Education Sessions
Instructor: Rick Goolsby - Richard L. Goolsby Insurance and Annuities

Rick Goolsby has worked in the insurance industry in some capacity for nearly his entire lifetime. Beginning as a file clerk in his family's Property and Casualty agency in Milford, Ohio, he has experienced the industry primarily on the sales and service side of the business. He and his family sold the P&C agency in 2004. Rick began his insurance education work in 1984, progressing from insurance licensing instructor to continuing education presenter in Personal Lines and Life and Health insurance topics. He began working for the National Alliance in 1991 and was promoted to national faculty in 1994. Rick began serving as an Educational Consultant in the CIC program in 2003.

P&C Continuing Education Sessions
Instructor: Ted Kinney - Kinney Training and Consulting

Ted Kinney is the owner/President of Kinney Training and Consulting, LLC, which specializes in providing quality insurance training programs to agencies and companies throughout the United States. Ted also serves as the Director of Education and Technical Affairs for the Alabama Independent Insurance Agents. In this position he is responsible for developing agent education programs and providing technical assistance to association members. Ted has been in the insurance business since his graduation from the Ohio State University in 1973. During his career, he has worked as an underwriter, field sales manager, department supervisor, marketing specialist, trainer and insurance agent. Ted is a national faculty member for the CIC program and is an independent E&O reviewer.



We Are Called to do the Right Thing
Speaker: Prakash Mathew

Prakash Mathew served as the Vice President for Student Affairs at North Dakota State University (NDSU) from 2006-2014. He retired after 38 years of service in student affairs of which 34 of those years was at NDSU. Mathew has received numerous awards from national, regional, and local organizations, and he has made numerous presentations in the areas of leadership, servant leadership, organizational change, and planning processes. Prakash has written a book titled "We Are Called... To Do The Right Thing" which was published in March 2021. The book is filled with personal accounts and stories from his childhood experiences, incredible values and principles taught by his parents, as well as his own insights and lessons he learned during his career.

Farm Bill and Ag Regulation
Speakers: Stephen Frerichs—AgVantage LLC & Dr. Bart Fischer—Texas A&M Univ

Stephen Frerichs owns AgVantage LLC in Alexandria, VA. Stephen specializes in budget, agricultural and credit issues and has over 30 years of agricultural policy experience. He represents crop insurance companies and agents in Washington D.C. and has actively lobbied both Congress and the Administration. Stephen was also Deputy Branch Chief at OMB and advised policy officials on agricultural planning, budget, legislation, and regulatory issues.

Dr. Bart Fischer currently serves as the Co-Director of the Agricultural & Food Policy Center at Texas A&M University. Before joining the university in September 2019, he served for more than 8 years at the Committee on Agriculture in the U.S. House, most recently as the Deputy Staff Director & Chief Economist. During his time with the Committee, he was involved in virtually every major agricultural policy development in Washington, D.C., including helping craft and pass the 2014 and 2018 Farm Bills.



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Breakfast with the Commissioner: Jon Godfread - ND Insurance Commissioner

Jon Godfread was elected North Dakota’s 22nd Insurance Commissioner on November 8, 2016. His background includes leadership efforts within North Dakota’s business community, government affairs, banking and professional athletics. Prior to serving as Commissioner, Jon was vice president of governmental affairs for the Greater North Dakota Chamber with prominent roles in discussions around the Affordable Care Act, across-the-board tax reductions for North Dakotans, creation of the North Dakota Outdoor Heritage Fund, K-12 education efforts, and more. Jon earned a law degree and MBA from the University of North Dakota in 2011, and was able to study abroad in Austria under U.S. Supreme Court Justice Anthony Kennedy, and was a member of the North Dakota Law Review. Jon and his wife, Amanda, live in Bismarck and have two young children.

Artificial Intelligence and Crop Insurance Speaker: Steve Maulberger - Great American Insurance Company

Steve Maulberger is not your average, run of the mill presenter and strives to be a motivational speaker that educates and informs people on what is happening today and what to prepare for next. He has expertise not limited to Agriculture but also includes global markets, insurance, lending, capital markets, energy, finance and leadership. With over 37 years of vast experience that includes being the managing director for a multi-billion-dollar, Global Trading Company with operations in 62 countries. Today, he is part of an executive team that manages the crop insurance division of AIG by focusing on helping innovative Ag Producers manage risk and link up with the right partners to maximize profitability. He has lived in South America and EU and today resides in Central IL, with his wife.



Monday Luncheon: Ariel Rivera - PIA National President (PR)

Ariel Rivera, MBA, CIC, CPIA, is President of the National Association of Professional Insurance Agents (PIA). He is the Director of Business Development at RGS Limited, a Cyber Liability Insurance Program Management agency. He is also the founder of FUN Insurance Solutions, which delivers marketing, advisory, and integration services for insurance agencies and companies. With more than 20 years of industry experience, Rivera started his journey as an independent agent in 2004. In 2008, he became the founder and President of Ariel Rivera & Associates, an independent agency specializing in commercial property-casualty and life insurance in San Juan, Puerto Rico. He currently teaches a variety of insurance courses for agents and insurance professionals in both English and Spanish for the Risk & Insurance Education Alliance and the Certified Professional Insurance Agent designation program.

Tuesday Luncheon: Mike Skiados - PIA National CEO

Mike Skiados is a visionary association leader dedicated to empowering members and cultivating engagement through meaningful connections and tailored experiences. As CEO of the National Association of Professional Insurance Agents, Mike is leading transformative initiatives to elevate certification standards for independent insurance agents and modernize the membership structure, all while prioritizing member satisfaction and long-term value. Previously, as Managing Director of Membership Strategy and Engagement at The American Institute of Architects (AIA), Mike collaborated with a dynamic team to amplify member value, foster participation in impactful programs, and achieve remarkable results in recruitment and retention.



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