



# PIANC 2010 Conference

CE Classes (up to 12 hours!), Trade Show,  
Luncheon, Door Prizes (*you could win a cruise!*)

YIP Golf Tournament with  
\$100,000 Hole-in-one Contest

**August 24th, 25th, & 26th**

**Featuring  
The Best  
of the best!**

- \* Curt Pearsall
  - \* Fanci Worthington
  - \* Warren Coble
  - \* Melanie Graham
  - \* Walt Batista
  - \* Ken Kennedy
  - \* The Honorable NCDI Commissioner, Mr. Wayne Goodwin
- AIAF, ARM, AU, CPIA, CPCU, VP E&O Utica National/Retired, Utica National and Agency Consultant, Pearsall & Associates CFP, AIF, Instructor with MassMutual Financial Group Social Security Administrator/Retired, Private Instructor FEMA/NFIP Instructor FLMI, VP Pilot Life Sales/Retired, Private Instructor ACSR, CBIA, CISR, E&S Underwriter, Claims Agent

**Where** Holiday Inn, 530 Jake Alexander Blvd, (I-85/Exit 75) Salisbury, NC 28147, 704 637-3100  
Room Reservations: Use Code PIA (not good at 800#)  
\$89.99 + tax. Includes Full Hot Breakfast  
Please let us know if you reserve a room

**Cost** Both days of Trade Show, CE, and Lunch  
**Note:** Must attend all day or both days. No half days.  
Early Registrations received **before 8/1/10**: Both days **FREE**  
Registration received **8/1/10 and after**: One or both days **\$50**

## Agenda

**Tuesday, August 24th** 8:00am **Golf Tournament** (Separate registration required; see reverse side)

**Wednesday, August 25th**

- \* 8:00 - 8:30am **Check-in and Continental Breakfast**
- \* 10:30am-2:30pm **Trade Show**
- \* 8:30am **CE Classes**
  - (1) **E&O** (3 Hrs CE) **Curt Pearsall**
  - (2) **Basic Flood** (3 Hrs CE) **Melanie Graham**
  - (3) **Creative Buy Sell Planning...Or Not** (2 Hrs CE) **Fanci Worthington**  
(including CPE, CFP, PACE, CPA)
- \* 12 Noon **Lunch** Speaker: **Curt Pearsall**
- \* 1:30pm **CE Classes**
  - (4) **Ethics** (3 Hrs CE) **Ken Kennedy**
  - (5) **Social Security & You** (3 Hrs CE) **Warren Coble**
  - (6) **Misconceptions Surrounding Disability Ins** (2 Hrs CE) **Fanci Worthington**  
(including CPE, CFP, PACE, CPA)

**Thursday, August 26th**

- \* 8:00 - 8:30am **Check-in and Continental Breakfast**
- \* 10:30am-2:30pm **Trade Show**
- \* 8:30am **CE Classes**
  - (7) **Ethics** (3 Hrs CE) **Ken Kenedy**
  - (8) **Advanced Flood** (3 Hrs CE) **Melanie Graham**
  - (9) **IRA Distribution Rule** (2 Hrs CE) **Fanci Worthington**  
(including CPE, CFP, PACE, CPA)
- \* 12 Noon **Lunch** Speaker: **Wayne Goodwin, NCDI Commissioner**
- \* 1:30pm **CE Classes**
  - (10) **E&O** (3 Hrs CE) **Ken Kennedy**
  - (11) **Medicare for the 21st Century** (3 Hrs CE) **Warren Coble**
  - (12) **Non-Qualified Deferred Comp Plans** (2 Hrs CE) **Fanci Worthington**  
(including CPE, CFP, PACE, CPA)

**CE Registration Form Only (fax or email) PLEASE PRINT (~ Golf Registration form & information on reverse side ~)**

Name (as appears on license) \_\_\_\_\_ Name for Badge \_\_\_\_\_  
 NPN# \_\_\_\_\_ Last 4 digits of SS# \_\_\_\_\_ Phone \_\_\_\_\_  
 Agency Name and Address \_\_\_\_\_  
 Your Email Address (required) \_\_\_\_\_ (Confirmation will only be sent via email)  
 Class Selections (select **one class each AM and PM**; note numbers) \_\_\_\_\_ AM \_\_\_\_\_ PM \_\_\_\_\_ AM \_\_\_\_\_ PM  
 VISA / MC # \_\_\_\_\_ Exp Date \_\_\_\_\_ Signature \_\_\_\_\_

**Dress** Casual. Be comfortable. Bring a sweater; rooms may be cool.

**Cancellation DEADLINE - no later than 6 calendar days prior to class for full refund. No show: No refund!**

Penny Rose (877) 401-6822 penny.rose@piaofnc.com Jim Kennedy (877) 987-4262 jim.kennedy@piaofnc.com

**Professional Insurance Agents of NC, PO Box B, Henderson, NC 27536 (877) 401-6822 (877) 499-2849 (FAX)**