

MONDAY, MAY 19

5:30 PM - 10:00 PM

Optional Activity: Minnesota Twins Baseball Game

After getting settled in Minneapolis, join peers to network and enjoy a ball game! Join us at Target Field to watch the Minnesota Twins take on the Cleveland Guardians. The stadium is a 20-minute drive from the hotel and transportation is provided. If you aren't able to eat dinner before the game, don't worry; your ticket will include all you can eat and drink (excluding alcoholic beverages). You won't want to miss this opportunity to root, root, root for the home team.

The cost of this activity is \$95 and includes admission to the Minnesota Twins game, unlimited food and non-alcoholic beverages, and transportation to and from the game.

5:30 p.m. Report to the JW Marriott Minneapolis Mall of America Main Lobby
5:45 p.m. Depart the Hotel by Bus to Target Field
6:40 – 9:30 p.m. Minnesota Twins vs. Cleveland Guardians
9:30 p.m.* Depart Target Field
10:00 p.m. Arrive Back at Hotel

**Attendees are welcome to depart at their convenience before the end of the game, but group transportation will not leave until the game has concluded.*

TUESDAY, MAY 20

8:00 AM - 5:15 PM

Registration and Event Information Desk

The Registration and Event Information Desk is the main hub for event information and badge pick-up. NAMIC staff will be on hand to welcome you and answer any questions you have during the event.

8:30 AM - 10:00 AM

Corporate Governance and the Role of the Board

This session is required for those pursuing the MID designation and contains content that will be covered on the certification exam.

This session serves as the foundation for mutual director education by introducing the fundamentals of corporate governance for mutuals, including the roles and responsibilities of board members. This session will focus on the role of management versus the role of directors, qualifications of board positions, term limits, and the importance of independent directors.

Kevin Kinross

Executive Vice President, General Counsel & Chief Compliance Officer
CopperPoint Insurance Company

8:30 AM - 11:15 AM

Optional Workshop: Leadership Excellence: Building Influence and Driving Engagement

If you're ready to enhance your leadership skills, join this session. It will empower current and aspiring people managers to inspire their teams, foster a culture of engagement, and drive peak performance. You will discover relationship-based actions that influence your ability to lead with clarity and confidence to make a lasting positive impact.

By attending this session, you will learn:

- The traits and behaviors of influential leaders
- What employees need from their managers to feel engaged and motivated
- How to involve your team in defining and achieving excellence
- How to evaluate your leadership effectiveness for continuous improvement

The cost of this workshop is \$350.

Bruce Dejong

Director, Learning & Development
Mutual of Enumclaw Insurance Company

10:00 AM - 10:15 AM

Networking Break

Join us to chat with fellow attendees, grab a bite to eat, and stretch your legs.

TUESDAY, MAY 20 (CONTINUED)

10:15 AM - 11:15 AM

Understanding Company Financials and Key Metrics

This session is required for those pursuing the MID designation and contains content that will be covered on the certification exam.

This module will introduce concepts of property/casualty insurance company financials, including review of statutory accounting principles versus generally accepted accounting principles and the relationship between balance sheets, income statements, and cash flows statements. The module will also focus on common metrics used to evaluate profitability, solvency, and growth to provide the tools directors need in evaluating company financials.

Abby De Zeeuw

Partner
Cain, Ellsworth & Company

11:00 AM - 12:30 PM

Optional Networking Lunch

Join us for an optional pre-event networking lunch to connect with your fellow attendees prior to the official start of Farm Mutual Forum. Take this time to eat lunch and make connections that will last through and beyond the event.

12:30 PM - 1:00 PM

Networking Break

Join us to chat with fellow attendees, grab a bite to eat, and stretch your legs.

12:30 PM - 6:30 PM

Sponsor Showcase

1:00 PM - 2:15 PM

NAMIC Welcome and Opening General Session: Farm Economic Outlook

This session qualifies for one MID CE credit. MIDs must complete four credits within the year to fulfill their continuing education requirement.

Farmers are facing challenging times again as commodity prices have declined while inflation continues to impact expenses. This session will focus on farmers' and ranchers' financial positions as they face these financial challenges and discuss which segments of the industry face the biggest issues. The session will cover potential opportunities for farmers in this environment and in the future.

Dale Nordquist

Extension Economist
Center for Farm Financial Management, University of Minnesota

2:15 PM - 2:35 PM

Networking Break

Join us to chat with fellow attendees, grab a bite to eat, and stretch your legs.

2:35 PM - 3:25 PM

A. Managing a Merger Panel Discussion

This session qualifies for one MID CE credit. MIDs must complete four credits within the year to fulfill their continuing education requirement.

This panel discussion will explore critical issues that arise during the post-merger phase and offer valuable insights from industry experts who have navigated these transitions. The discussion will cover the strategic considerations involved once a merger is underway, with a focus on aligning operations and cultures. Panelists will delve into the difficulties encountered when transferring policies between organizations and explore how to minimize disruption for policyholders while maintaining compliance. They will also examine the complexities of managing diverse liability carriers and address the different approaches mutuals take when writing business. The panel will emphasize how to keep the insured at the forefront of the transaction, ensuring that policyholders continue to receive the same level of service and value throughout the transition. Attendees will leave with a deeper understanding of how to balance business integration with the needs of their customers, ensuring a seamless post-merger experience.

Steven Boggess

Chief Operating Officer
United Mutual Insurance Association

Daniel Fenske

President & Chief Executive Officer
Mt. Morris Mutual Insurance Company

John Neal

Attorney
Neal PLLC

Abby De Zeeuw

Partner
Cain, Ellsworth & Company

TUESDAY, MAY 20 (CONTINUED)

2:35 PM - 3:25 PM

B. Getting Real Results With Your Data Using Excel

Learn how to get great results with your data in Excel with sorts, filters, subtotals, conditional formatting, and pivot tables.

Thomas Fragale

Microsoft Certified Trainer
PC Webinars

2:35 PM - 3:25 PM

C. Mastering Negotiations: Beyond the Basics

Unlock the secrets of being a master negotiator. Designed for professionals of all levels, this session will explore advanced strategies and lesser-known techniques that can dramatically improve your negotiation skills. You will learn how to navigate complex negotiations, build strong agreements, and achieve win-win outcomes.

By attending this session, you will learn:

- Understand the psychology behind successful negotiations
- Develop negotiation tactics that go beyond common knowledge
- Learn how to create value in your negotiations by developing solutions that benefit all parties.

Bruce Dejong

Director, Learning & Development
Mutual of Enumclaw Insurance Company

3:25 PM - 3:45 PM

Networking Break

Join us to chat with fellow attendees, grab a bite to eat, and stretch your legs.

3:45 PM - 5:15 PM

Peer-to-Peer Roundtable Discussions

Join fellow farm mutual industry professionals for roundtable discussions focused on emerging issues, professional development, and industry hot topics.

5:15 PM - 6:30 PM

Welcome Reception

6:30 PM - 9:00 PM

Optional PAC Activity: Trivia on Tap with NAMIC PAC

Please join NAMIC PAC for a night of fun, food, and friendly competition at Wooden Hill Brewery. This lively night of trivia includes all food and beverages as well as transportation to and from the brewery. Come ready to sip, snack, and show off your smarts – tickets are \$75 in support of NAMIC PAC. Please contact PAC Director, Ingrid Gremillion, to purchase tickets or with any questions.

WEDNESDAY, MAY 21

7:30 AM - 9:00 AM

Attendee Breakfast

Join fellow attendees for a hot breakfast and cup of coffee to charge up before sessions kick off for the day.

7:30 AM - 4:30 PM

Registration and Event Information Desk

NAMIC staff will be on hand to welcome you and answer any questions you have during the event.

7:30 AM - 4:30 PM

Sponsor Showcase

9:00 AM - 9:50 AM

A. HR for Managers

This session is designed to equip new managers with the foundational human resources knowledge they need to effectively lead their organizations. From understanding key HR policies to mastering essential people management skills, this session will cover the basics of hiring, performance management, conflict resolution, and employee engagement. Join us to gain practical insights and learn about tools that will help you navigate the complex HR world and become a confident, capable manager.

Julie Noble

Director, Human Resources
Cain Ellsworth & Company

WEDNESDAY, MAY 21 (CONTINUED)

9:00 AM - 9:50 AM

B. Board Operations and Best Practices

This session is required for those pursuing the MID designation and contains content that will be covered on the certification exam.

This session qualifies for one MID CE credit. MIDs must complete four credits within the year to fulfill their continuing education requirement.

This session will provide an overview of the role of committees in the board structure, including development of charters and committee duties. Attendees will gain a better understanding of the board's role in critical areas of oversight such as financial results, company profitability and growth, and CEO/manager evaluation. Finally, this session will explore best practices with respect to meeting preparation, materials, and records.

Kevin Kinross

Executive Vice President, General Counsel & Chief Compliance Officer
CopperPoint Insurance Company

9:00 AM - 9:50 AM

C. Anticipating the Unthinkable – Crisis Communications for Your Mutual

Unlike other communications efforts, the success of a crisis communications strategy can often be measured by what you don't see. Learn from a seasoned insurance communications professional how to prepare for the nightmare you hope to never have, and how to respond if the unthinkable becomes reality.

Todd Boyer

Vice President, Corporate Communications
Ohio Mutual Insurance Group

9:50 AM - 10:10 AM

Networking Break

Join us to chat with fellow attendees, grab a bite to eat, and stretch your legs.

10:10 AM - 11:00 AM

A. Regulatory Framework

This session is required for those pursuing the MID designation and contains content that will be covered on the certification exam.

This session qualifies for one MID CE credit. MIDs must complete four credits within the year to fulfill their continuing education requirement.

This session will introduce the legislative and regulatory environments and their implications for operating an insurance company. The session will also provide a general overview of the legislative and regulatory processes in the states and Congress, including current legislative and regulatory issues and trends.

Colleen Scheele

Senior Policy Vice President, Counsel – Financial and Tax Policy
NAMIC

10:10 AM - 11:00 AM

B. Construction Materials for Farm Buildings

Choosing building materials is an important component of the loss potential for a property. This session will explain construction classification and its relationship to loss potential. It will also address several common issues, such as plastic spray foam insulation, encountered at farms that complicate assigning a classification.

Ryan Michalek

Director, Property Engineering
Nationwide Mutual Insurance Company

10:10 AM - 11:00 AM

C. Claims Basics

Claim file closure depends on accurately applying coverage to the facts uncovered during the investigation. This session will analyze claims situations and how coverage applies, giving attendees insights on potential outcomes.

Elise Farnham

President
Illumine Consulting

11:00 AM - 11:20 AM

Networking Break

Join us to chat with fellow attendees, grab a bite to eat, and stretch your legs.

WEDNESDAY, MAY 21 (CONTINUED)

11:20 AM - 12:10 PM

A. Reinsurance Panel Discussion

This session qualifies for one MID CE credit. MID's must complete four credits within the year to fulfill their continuing education requirement.

Hear from a panel of reinsurance experts as they discuss a variety of hot topics in reinsurance including the changing marketplace, ways to make your mutual more attractive to reinsurers, and the best methods for vetting a new reinsurance partner. Leave this session with insights on how to navigate the changing reinsurance environment and the knowledge you need to make informed decisions for your mutual.

Scott Reddig

Senior Vice President, Broker
Gallagher Re

Colleen Scheele

Senior Policy Vice President, Counsel – Financial and Tax Policy
NAMIC

Joan Dostal

Senior Underwriting Specialist
Gen Re

Lorie Graham

Senior Vice President & Chief Risk Officer
American Agricultural Insurance Company

11:20 AM - 12:10 PM

B. Underwriting Risk and ITV Changes

Coastal catastrophe losses have multibillion dollars impacts on underwriting and claims, but so do Midwestern convective storms. Join this session to learn about the current state of insurance to value and how recent storms will impact construction costs.

Skip Coan

Senior Vice President
e2Value, Inc.

11:20 AM - 12:10 PM

C. Dealing With Public Adjusters, Contractors, and Storm Chasers in Challenging Situations

Adjusting first-party property insurance claims can be challenging. It can become even more complex when an unruly public adjuster complicates matters by suggesting disputed items are covered under the property insurance policy. Yet, recent trends suggest insureds are using public adjusters more often to advocate disputed positions. The handling adjuster must understand how to navigate this situation and how to leverage a legal team, consultants, and other experts to address the disputed issues appropriately.

By the end of this session, attendees will:

- Better understand the purpose and proper role of a public adjuster;
- Be familiar with various state statutes that impact a public adjuster's duties and responsibilities;
- Know how to examine specific loss situations involving public adjusters and understand the proper ways to communicate with the public adjusters in those situations.
- Learn proactive strategies for handling, adjusting, and resolving a disputed property insurance claim with a challenging public adjuster.

Todd Tippet

Attorney
Zelle LLP

12:10 PM - 1:10 PM

Attendee Lunch

Grab some food from a hot buffet and mingle with fellow attendees over the lunch break. You are welcome to come and go at your convenience.

WEDNESDAY, MAY 21 (CONTINUED)

1:10 PM - 2:00 PM

A. The Changing Landscape of Endorsements Panel Discussion

Join this session to hear a panel of experts discuss the evolving world of endorsements in the insurance industry. They will explore the latest trends, regulatory changes, and emerging challenges surrounding endorsements.

Casey Davis

Product Manager, Farm & Agribusiness
AAIS

Ben Jacobs

Chief Executive Officer
Fairmont Farmers Mutual Insurance Company

Kelli Kukulka

Senior Vice President, Underwriting
Renaissance Reinsurance US, Inc.

Greg Brunn

President & Chief Executive Officer
Western Reserve Group

1:10 PM - 2:00 PM

B. Impacting Agency Placement Decisions

Research indicates that making it easier for your agents to place business with you strongly correlates with growth, even in challenging market conditions. This session will provide comprehensive insights into the factors that agents deem most critical when selecting a partner carrier. It will also discuss how carriers can leverage this information to gain a competitive advantage.

Bo Eaton

President
Deep Customer Connections

1:10 PM - 2:00 PM

C. Key KPI's and Benchmarks for Mutual Success

Key performance indicators are powerful tools for operating a successful mutual company. This session will review key metrics, including enterprise risk management, operating performance, business profile and balance sheet strength, and provide benchmarking data that will allow companies to measure their performance against peers. This session will also speak to the characteristics of the best performing mutual companies in terms of financial strength analysis, highlighting the unique characteristics of farm mutual insurance companies.

Andrea Keenan

Executive Vice President & Chief Strategy Officer
AM Best Company

2:00 PM - 2:20 PM

Networking Break

Join us to chat with fellow attendees, grab a bite to eat, and stretch your legs.

2:20 PM - 3:10 PM

A. Enterprise Risk Management

This session is required for those pursuing the MID designation and contains content that will be covered on the certification exam.

This session qualifies for one MID CE credit. MIDs must complete four credits within the year to fulfill their continuing education requirement.

This session will provide an overview of a director's role enterprise risk management, including the role of the board in ERM governance, the connection between ERM and strategic planning, and the roles of rating agencies and regulators in monitoring and assessing a company's risk management processes and maturity.

Lorie Graham

Senior Vice President & Chief Risk Officer
American Agricultural Insurance Company

WEDNESDAY, MAY 21 (CONTINUED)

2:20 PM - 3:10 PM

B. Inside Catastrophe Models: Predicting Severe Convective Storms

Catastrophe models were developed in response to Hurricane Andrew in 1992. Since then, models have evolved significantly, enhancing our ability to estimate losses from severe thunderstorms. This presentation will explore catastrophe model mechanics and the assumptions they incorporate based on available data. It will also examine how changes in underwriting practices can influence model outcomes and inform future business decisions. This session will be a perfect storm of statistics, meteorology, and reinsurance.

Sarah Maciorowski Woudenberg

Vice President North America Catastrophe Advisory
Guy Carpenter

2:20 PM - 3:10 PM

C. Solutions Fastpitch

This session will provide attendees the opportunity to hear from a variety of companies sharing their latest innovation, technology, or product/service that is designed to improve the efficiency, performance, and growth prospects for an insurance company. Attendees will have the chance to ask questions during the session and/or meet with vendors one-on-one afterward.

3:10 PM - 3:10 PM

Networking Break

Join us to chat with fellow attendees, grab a bite to eat, and stretch your legs.

3:30 PM - 4:20 PM

Closing General Session: Unlocking the Power of a Growth Mindset: Insights for Insurance Leaders

Research shows that mindset significantly influences personal and team performance, yet many leaders are unaware of its impact and how to transform it. This session will draw on more than three decades of research by Carol Dweck, Ph.D., and others to deliver actionable insights for insurance leaders. It will feature evidence-based examples, case studies, personal anecdotes, and practical takeaways for fostering a growth mindset.

Trent Stoker

Guide
Higher Aim Consulting

6:30 PM - 11:00 PM

Optional Activity: Guthrie Theater – The Nacirema Society

Join us at the Guthrie Theater for a viewing of the production: The Nacirema Society – a clever southern comedy. As two dames prepare for the Nacirema Society's cotillion, a blackmail scheme brews all under the nose of a skeptical reporter. This lighthearted comedy brings the audience along as secrets and plots unfold.

The cost of this activity is \$95 and includes admission and transportation to and from the Guthrie Theater. Dinner is not included in this activity, so please plan accordingly. The Guthrie Theater will have beverages available for purchase before the show and during intermission.

6:30 p.m. Report to the JW Marriott Minneapolis Mall of America Main Lobby

6:45 p.m. Depart the Hotel by Bus to Guthrie Theater

7:30 – 10:20 p.m. The Nacirema Society Production

10:30 p.m.* Depart Guthrie Theater

11:00 p.m. Arrive Back at Hotel

**Attendees are welcome to depart at their convenience before the end of the show, but group transportation will not leave until the show has concluded.*

THURSDAY, MAY 22

7:30 AM - 8:30 AM

Certification Roundtable Breakfasts

Open to those certified or enrolled in the MID/MIP programs.

7:30 AM - 10:15 AM

Registration and Event Information Desk

NAMIC staff will be on hand to welcome you and answer any questions you have during the event.

8:30 AM - 9:15 AM

The Board's Role in Strategic Planning

This session is required for those pursuing the MID designation and contains content that will be covered on the certification exam.

This session will provide an overview of the strategic planning process and discuss the roles of directors and management in developing, implementing, and monitoring a company's strategic plan to ensure alignment with the organization's mission, vision, and corporate purpose.

Chris Feldt

Chief Executive Officer
Heartland Mutual Insurance Company

9:15 AM - 9:30 AM

Networking Break

Join us to chat with fellow attendees, grab a bite to eat, and stretch your legs.

9:30 AM - 10:15 AM

CEO/Manager Succession Planning

This session is required for those pursuing the MID designation and contains content that will be covered on the certification exam.

This session will provide an overview of the board's role in the succession process for the CEO or manager of the company. It will focus on the key aspects of succession, including timing, candidate consideration and screening, and selectee onboarding, by using examples from mutual insurance companies.

Chris Feldt

Chief Executive Officer
Heartland Mutual Insurance Company