



## IACON22 Session Presentations

### **Opening Session: Jeff Smith**

[State of the Ohio Independent Agency System](#)

### **Keynote Address: Brian Ahearn**

[Leading in the Post-Covid World](#)

### **Advocacy Session: Justice Sharon Kennedy and Rep. Jason Stephens**

[Ohio's Insurance Legal Environment and Economic Update](#)

### **Trusted Choice**

[Marketing Resources to Help Your Agency](#)

### **Scott Addis**

[Becoming a Trusted Risk Advisor](#)

### **Concurrent Sessions: Agency Owners**

[Effective Carrier Strategies for Independent Agents](#)

[Risk Factors in an Agency Valuation](#)

[Building an Effective Staff to Serve Your Clients - Employee Engagement Tools to Engage with the Team](#)

[Can I Stay Independent and Belong to a Network or Alliance?](#)

[Diversity, Equity & Inclusion: Protecting Your Staff and Your Client](#)



**Concurrent Sessions: Agency Staff**

[Emerging Risks: Cyber](#)

[Understanding Trucking Coverages](#)

[E&O Session: Trends in Agency E&O](#)

[Emerging Risks: Commercial Lines](#)

[Commercial Auto - Risk Management & Best Practices](#)

[Emerging Risks: Personal Lines](#)

[How best to serve your commercial clients with WC in Ohio \(Sedgwick\)](#)