

- Format and Timeline -

Welcome to our 3rd annual brainshare!

Our biggest commitment as hosts of this event is to facilitate the freeflow of knowledge exchange and have real conversations about what it looks like to build a successful independent insurance business.

If this is your first time to our event, you'll notice something different about our format. This is not a conference, nor a convention, it's a brainshare--a gathering where independent insurance agents get to sit side-by-side with all the people who represent different elements that make up the insurance business, minus the boring stuff of course.

The days are divided by chunks of time we call "Deep Dive and Conversations". This is when we discuss and learn about specific topics. During this time, you'll have both the opportunity to listen and be heard. In between topics, we also have "30-minute breaks" we call "Network Breaks" designed for you to stretch, step outside if you need, but mainly build conversations with the agents at your table.

Starting August 15, we will make the event App available to all attendees which will include all the details of the event. From this timeline, you'll get an idea of our start and end times so you can properly prepare. We'll also reveal whose brains in the industry we'll get to pick. Check back daily to see our lineup updates.

If you have any questions, please do not hesitate to reach out to our coordinators.

Anna Aguila (anna@growprogram.com)

Sarah Nicholas (sarah@growprogram.com)

- Format and Timeline -

5p: Suggested Arrival

Thursday, 9/13

5:30-7p: Check-in with AI BrainShare Desk and grab your welcome packs

6:30-9p: It Begins. The official unofficial Happy Hour
VIP attendees, please claim your Open Bar tickets from Anna.

Friday, 9/14

8-9a: Breakfast

9a: Welcome by Jason Cass

9:15-9:30a: Table Activity

9:30-10:30a: Your Vision, Your Hustle



- Jason Cass, Host
- Nicholas Ayers, Owner i80 Insurance Solutions, IAOA

10:30-11a: Networking Break

11a-5p: Your Clients, Your Style

Attracting Clients, Getting Leads and Making it All Happen (Again and Again)

Deep Dive and Conversations with Industry Experts

**Networking Breaks between topics*



- Chris Langille, Advisor Evolved
- Ani Poddar, Marble Box
- Zach Gould and Matt Naimoli, G&N Insurance
- Tolga Demirel, Agency Zoom

12:15-1:15p: Lunch Break

4:30-5p: BrainShare ReCap with Jason Cass

- Format and Timeline -

Friday, 9/14 continued...

7-10p: Dinner, Networking and Entertainment

Saturday, 9/15

8-9a: Breakfast

9a: Opening by Jason Cass

9:15-9:30a: Table Activity

9:30a-2:30p: **Your Strategy, Your Winnings**
Keeping Your Clients

Deep Dive and Conversations with Industry Experts

**Networking Breaks between topics*



- Billy Williams, Inspire a Nation Business Mentoring
- Jeff Roy, Excalibur Insurance
- Kiki Johnson, Insurance Agent Mobile App
- Celia Flesher, Rocket Referrals

12:15-1:15p: Lunch Break

1:15-3:30p: **Your Team, Your Call**
Staffing and Leadership

Deep Dive and Conversations with Other Agents



- BrainShare One-One Walk
- Questions on Leadership

3:30-4p: BrainShare Wrap Up, Jason Cass