

Agribusiness Conference Draws Record Attendance

SACRAMENTO—A record 330 broker-agents and company representatives attended the largest agribusiness insurance conference in the nation, March 20-21, in the state's capital. The 16th Annual Agribusiness Conference drew participants from 22 states and Canada, representing a broad and diverse section of the farm and agricultural insurance marketplace.

This year's conference broke records for attendance, states represented, states approved for CE credit and company sponsorship. This year's curriculum was also the most adventurous, offering four concurrent sessions for participants to choose on a wide variety of agricultural risks.

Classes for the brand new Agribusiness and Farm Insurance Specialist (AFIS) designation were the most popular among participants. On average, 200 participants attended two days of training on farm property and liability risks.



The conference examined various specialized markets such as nurseries, dairies, slaughterhouses, crop insurance, wineries, pollution, equine, warehouses and processors, and live-stock insurance.

The conference also offered breakout group sessions on timely topics such as workers' compensation and farm labor, mold, agro-terrorism, agricultural employee benefits, truckers and transportation, genetically engineered crops, EPLI, mechanical breakdown, and ag. marketing campaigns.

The conference was sponsored by 16 companies including the grand conference sponsor United Agricultural Benefit Trust. The conference's media partner was *Insurance Journal* and five Big "I" state associations volunteered their services for providing CE certification for the conference. The conference was approved in 15 states.

Insurance Skills Center has begun working on the details for the **2004 agribusiness conference that will again be held in March in Sacramento.**

AFIS Designation Exam-Takers Exceed Expectations

SACRAMENTO—More than 160 participants sat for Part I of the nation's first and only insurance designation devoted to farm and agribusiness, the AFIS (Agribusiness and Farm Insurance Specialist).



"We are quite pleased with the number of participants who sat for the exam," said ISC President Laurie Infantino, CIC, ACSR, CISR, CPSR. "Almost half of our attendees took the exam. From research done developing this designation, we projected 20 percent of the participants would sit for the

exam, and were excited when the actual numbers came in at almost 50 percent."

The AFIS designation was jointly developed by Dr. Emmett J. Vaughan, Partington Professor of Insurance, University of Iowa; Cheryl Koch, CPCU, CIC, ARM, AAI, AIS, AIM, AAM, AIP, ACSR, Agency Management Resource Group; and Infantino, Insurance Skills Center.

The IBA West Agribusiness Committee oversees the continuing development.

The AFIS is a three-part designation that takes three years to earn, (45 hours of comprehensive ag. education). Those who completed Part 1 in 2003, will need to attend Part 2 in 2004, then Part 3 in 2005, to receive the designation.

Beginning in 2004, Parts 1 and 2 will be offered, enabling participants to start the AFIS designation with either part. Then in 2005, and from that point forward, all three parts will be offered concurrently. However, participants have up to five years from the date they begin the designation program to actually complete all three parts.

For more information on the AFIS designation, please visit <http://www.insuranceskillscenter.com>.

A Special Thanks To Agribusiness Conference Sponsors

SACRAMENTO—Insurance Skills Center and IBA West would like to thank the 16th Annual Agribusiness Conference Sponsors for their generous sponsorship of events and seminars.

Grand Conference Sponsor

- ✦ **United Agricultural Benefit Trust**

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Pictures, Pictures, Pictures!



Studying Hard



Lunching with friends and sharing information.



Exam time.