STATE OF NEW HAMPSHIRE

Honorarium or Expense Reimbursement Report (RSA 15-B)

Type or Print all Information Clearly:

Name: JOAN (First) D (Middle) LaCourse (Last) Work Phone No. 271-0203 ext 209

Work Address: NH Ins. Dept 21 South Fruit St. Ste 14 Concord NH 03110

Office/Appointment/Employment held: Supervisor – Licensing

List the full name, post office address, occupation, and principal place of business, if any, of the source of any reportable honorarium or expense reimbursement. When the source is a corporation or other entity, the name and work address of the person representing the corporation or entity in making the honorarium or expense reimbursement must be provided in addition to the name of the corporation or entity.

Source of Honorarium or Expense Reimbursement:

Name of source: Securities & Insurance Licensing Assoc. (SILA) (First Middle Last)

Post Office Address: P.O Box 498, Evansville IN 46077-0498

Occupation: _____

Principal Place of Business: _____

If source is a Corporation or other Entity:

Name of Corporation or Entity: Securities & Insurance Licensing Association

Name of Corporate/Entity Representative: Dzina Capes.

Work Address of Representative: _____

Food and/or beverages consumed pursuant to RSA 15-B:6, II with **value over $25.00** ☐

Value of Honorarium: 775 Date Received: _____ ***If exact value is unknown, provide an estimate of the value of the gift or honorarium and identify the value as an estimate.*** ☐ Exact ☑ Estimate

Value of Expense Reimbursement: 423.27 Date Received: _____ ***A copy of the agenda or an equivalent document must be attached to this filing.*** ☑ Exact ☐ Estimate

Briefly describe the service or event this Honorarium or Expense Reimbursement relates to:

Regulator Speaking on Behalf of NH at the conference.

"I have read RSA 15-B and hereby swear or affirm that the foregoing information is true and complete to the best of my knowledge and belief."

Joan LaCourse — Signature of Filer

10-10-11 — Date Filed

9/07

RSA 15-B:9 Penalty. Any person who knowingly fails to comply with the provisions of this chapter or knowingly files false reports shall be guilty of a misdemeanor.

Return to: Secretary of State's Office, State House Room 204, Concord, NH 03301

RECEIVED

OCT 11 2011

NEW HAMPSHIRE DEPARTMENT OF STATE

SILA
EXPENSE REIMBURSEMENT REQUEST

Name: Joan LaCourse State: NH Date: 10-10-11

MAKE CHECK PAYABLE TO: Joan LaCourse

MAIL CHECK TO:

Name or Insurance Department: Joan LaCourse

P. O. Box or Street Address: 18 West OAKWOOD Ave

City: Manchester State NH Zip Code 03103

I am requesting reimbursement for the following items: (attach receipts)

Air Fare	393.30
Hotel (minus telephone, movies, room service, laundry honor bar, and misc. expenses)	
Airport Shuttle	29.97
Mileage (if driving to conference) @ 55 cents per mile	
Hotel Parking (if driving to conference)	
Total Reimbursement	423.27

Submit reimbursement form and legible copies of receipt(s) to:

SILA
P. O. Box 498
Zionsville, IN 46077-0498
1-800-428-8329

NOTE: SILA will not reimburse for transportation to and from home/office, airport tips, meals, telephone, miscellaneous hotel charges, or postage. All reimbursement forms and receipts must be received by SILA **no later than December 1.**

Travel Document - Austin 10/2/11
Orbitz
to:
Joan D.. LaCourse
08/19/2011 12:11 PM
Show Details

Security:

Some images were prevented from loading. Show Images

× Orbitz and

Your Travel Document

Hello Joan,

Thanks for traveling with Orbitz. This e-mail confirms the ticket number(s) issued for the **"Austin 10/2/11"** trip.

Visit "My Trips" to add this reservation to your calendar.

Ticket Information

Passenger(s): JOAN LACOURSE

US Airways record locator: DQBTP0
Ticket type requested: electronic (e-ticket)
Orbitz record locator: AP800101DQBTP0JR
Airline ticket number(s): 03786928050776

Please note: At least one airline in this trip charges an additional fee for baggage.This fee is not included in your total trip cost. **See details**

Sunday, October 2, 2011
US Airways # 3233 Operated by: US3233 OPR BY ** US AIRWAYS EXPRESS-REPUBLIC AIRLINES MHTCLT - Please check in with the operating carrier

Manchester Boston Regional Airport (MHT) to Charlotte Douglas (CLT)
Departure (MHT): October 2, 6:10 AM EDT (morning)
Arrival (CLT): October 2, 8:35 AM EDT (morning)
Class: Economy **Seat:** 9C | Your flight is confirmed. Seat is confirmed. You may view/change seats

| CLT
Sunday, October 2, 2011
US Airways # 2667 Operated by: US2667 OPR BY ** US AIRWAYS EXPRESS-MESA AIRLINES CLTAUS - Please check in with the operating carrier

Charlotte Douglas (CLT) to Austin-Bergstrom Int'l (AUS)
Departure (CLT): October 2, 9:14 AM EDT (morning)

August 19, 2011

Get E-mail Updates
Sign up now for travel deals,alerts and specials.

Orbitz Mobile: Serious Travel Power
View your trips, check flight status and book travel on your phone.
Learn more.

× Download the iPhone

× iPhone

× Download the Android

Or go to m.orbitz.com.

×

Orbitz Care Alerts

Flight status alerts are set up for the following people.

Joan LaCourse
603-315-8060
Phone call
Receiving: Departure Alerts , Airport Advisories

Update alert settings
Learn more

Great rates

Click for car rates in **Austin**

× Add a

Arrival (AUS): October 2, 11:05 AM CDT (morning)

Class: Economy **Seat:** 3A | Your flight is confirmed. Seat is confirmed. You may **view/change seats**

View the latest airport conditions at: CLT | AUS
Have your travel plans changed? Many tickets can be exchanged or canceled online by visiting "My trips" and clicking the **Change/cancel airline ticket** option.

Cost and billing summary

Booking Confirmation

Total airfare: $158.90USD (including taxes)

Price_Assurance... Please note that your fare may carry restrictions. Changes to your itinerary may result in additional fees. Review the fare rules in "My Trips" to learn more.

Important notice related to ticket **terms and conditions**.

Billing Information
Credit card holder's name: JOAN D. LACOURSE
Credit card type: Visa
Credit card number: xxxxxxxxxxxx5441

Address:
18 WEST OAKWOOD AVE

MANCHESTER, NH 03103
United States

E-mail: joan.lacourse@ins.nh.gov

At the airport

At the airport
Enjoy a hassle-free airport experience with these travel tips from Orbitz Care:

-- Remember to print a copy of this e-mail and bring it with you to the airport. Your itinerary and ticket numbers may be required for check-in and/or Immigration.

-- Remember to bring a valid government-issued photo ID to the airport. Check specific **visa and passport requirements.**
-- Obtain your boarding pass before entering the security checkpoint. See more **check-in tips**

-- Plan ahead and arrive early for airport security. Please review these updated security and packing **guidelines**, as they may change periodically.

Add Airline Ticket

This booking is subject to our **Privacy Policy** and our **Terms and Conditions**.

SOUTHWEST.COM

Thank you for your purchase!

Austin, TX - AUS to Manchester, NH - MHT

New Purchases in Trip

Air

Confirmation # WMJUS9

Austin, TX - AUS to Manchester, NH - MHT
Wednesday, October 5, 2011

Air Total: $234.40

Amount Paid
$234.40

Trip Total
$234.40

OCT 5

10/05/11 - Austin

New purchases added to your trip.

AIR
Austin, TX - AUS to Manchester, NH - MHT
10/05/2011
Confirmation # WMJUS9

Adult Passenger(s)	Rapid Rewards #
JOAN LACOURSE	00000454671556

DEPART OCT **5**	**2:45 PM Austin,** TX (AUS) to 6:15 PM Arrive in Orlando, FL (MCO)	**Flight #2995**	**Wednesday, October 5, 2011** Travel Time 6 h 20 m (1 stop, includes 1 plane change)
	7:20 PM Change ✈ in Orlando, FL (MCO) **10:05PM Manchester,** NH (MHT)	**Flight #671**	

Passenger Type	Trip	Routing	Fare Type	Base Fare	Govt. Taxes and Fees	Quantity	Total
Adult	Depart	AUS-MCO-MHT	**Wanna Get Away**	$198.14	$36.26	1	$234.40
Please read the fare rules associated with this purchase.				**$198.14**	**$36.26**	**1**	**$234.40**

Air Total:
$234.40

Purchaser Name	Joan Lacourse	**Billing Address**	18 W Oakwood Ave Manchester, NH 03103

Form of Payment	Original Balance	Applied	Remaining	Amount Applied
Travel Funds - WMJUS9 - 0498	$234.40	$234.40	$0.00	**$234.40**

Amount Paid
$234.40

Trip Total

SuperShuttle

SuperShuttle Reservation Confirmation

Thank you Joan LaCourse. Your reservation with SuperShuttle has been saved.

Confirmation Number

To the Airport:	**1962447**
From the Airport:	**1962448**

Itinerary

If you are traveling with children we strongly recommend the use of child safety seats. If federal, state or local laws require your child(ren) to be secured in a child safety seat, please bring one. If a child seat is required and not provided by you, we may not be able to provide service.

If you have oversized luggage, like golf clubs or a surfboard, please contact 1800 Blue Van for special instructions.

Airport	Austin TX (Bergstrom) - (AUS)
Guests (over 3 years)	1
Guests (under 3 years, ride free)	0
Group / Online Discount Program	SILA (Securities & Insurance Licensing Association)
Accessible Service	No

Departure (TO the Airport) Itinerary

Service:	Shared Ride Van Service (Up to 10 Passengers in Party)
Flight Time:	10/5/11 2:45 PM
Airline:	Southwest Airlines
Flight Number:	2995
Domestic / International:	Domestic
Pickup Time:	10/5/11 12:45 PM - 1:00 PM

Arrival (FROM the Airport) Itinerary

Once you arrive at the airport, please check in with SuperShuttle. Once you have checked in with us, you will be grouped with other passengers going in the same direction and the next available van going to your area will be sent to pick you up. (Due to security at airports, even with a reservation, we cannot have a van waiting for you at the curb. Our vans wait in nearby holding lots and once you have checked in with us, a van will be sent for you and the other people going in your same direction.)

Service:	Shared Ride Van Service (Up to 10 Passengers in Party)
Flight Time:	10/2/11 11:05 AM
Airline	US Airways
Flight Number:	2667
Domestic / International:	Domestic
Pickup Time:	10/2/11 11:05 AM
Arrival Instructions	After collecting luggage, proceed to the SuperShuttle ticket counter located in baggage claim on the lower level closest to baggage claim #1. The Guest Services representative will assist you.

Location

Landmark:	Hilton Austin
Phone Number	(512) 482-8000
Contact Number	
Address:	500 E 4th St

Austin, TX 78701

Billing

Card Type:	Visa
Card Number:	**********5441
Expiration:	04/2012

Total - To The Airport	
First Guest	$13.00
Additional Guests (over 3 years)	N/A
Fuel Surcharge	$1.00
Gratuity	$2.29
Group Discount	($1.30)
Total	$14.99

Total - From The Airport	
First Guest	$13.00
Additional Guests (over 3 years)	N/A
Fuel Surcharge	$1.00
Gratuity	$2.29
Group Discount	($1.30)
Total	$14.99

Grand Total: $29.97

Join SILA
Chapters
Committees
Professional Development
Publications
Calendar
Job Bank
Resource Center
SILA Store
Contact SILA
Site Map
Privacy and Security Statement
Board Members
Regulators Only
Members Only
Logout

Im ine
Online licensing services in all jurisdictions, instant access to trusted producer data, and increased operational insight, all backed by our award winning support.
Imagine y business even better.
Imagine S on.
Brought to you by Vertafore

INSURANCE CE

NAIC /
TR/

Click Here

Hotel

Registration

Hotel

Classroom Training

Exhibitors

Sponsors

HILTON AUSTIN HOTEL

The Hilton Austin hotel is located in downtown Austin, Texas, and is the only hotel located adjacent to the Austin Convention Center. The Hilton Austin features The Tower Health Club & Spa, and is only one block from Austin's famous Sixth Street nightlife and a short stroll to the entertainment, shopping and dining in the Warehouse Entertainment District and 2nd Street District . The hotel's downtown location is also convenient to many attractions such as the Capitol Building, Bob Bullock Texas Historical Museum, the LBJ Presidential Library and is only seven miles from Austin Bergstrom International Airport.

CONTACT INFORMATION

Hilton Austin
500 E. 4th Street
Austin, TX 78701
512-482-8000
Hilton Online Brochure

RESERVATIONS

- **Guest Room Rate:** $175/night (single occupancy), plus taxes
- **Phone:** Dial 1-800-236-1592, and use code LIC or ask for the SILA room block group rate
- **Online:** Link to online reservation
- **Hotel Reservation Deadline:** The hotel will allow all SILA guests to reserve available rooms through September 9, 2011

HOTEL DISCLOSURE: SILA has negotiated a discounted rate with the hotel on behalf of its members. There is a small hotel rebate/commission paid to SILA and is used to help offset conference expenses incurred.

BUSINESS SERVICES

- Rental Business Center
- Express Mail
- Fax
- Free wireless at Java Jive
- High-speed Internet - daily; 13.95 USD
- High-speed Internet - hourly; 6.00 USD
- Meeting Room Internet - daily;

SURROUNDING ACTIVITIES

- 2nd Street Shopping District - 6BLK - W
- 6th Street Entertainment District - 1BLK - N
- Bob Bullock State History Museum - 0.5MI - NW
- Congress Avenue Bridge & Bats - 6BLK - SW
- Jogging around Town Lake - 4BLK -

2011 Sponsors

Diamond Sponsors

NIPR

RegEd

Platinum Sponsors

Asurion

Business Information Group

CEU.com

GEICO

Kaplan Compliance Solutions

Nationwide Insurance Companies

PSI Services

Sircon, a Vertafore Business

Silver Sponsors

AFLAC

Allstate

Patron Sponsors

360 Training

90.00 USD
- Meeting Room Internet - hourly; 13.95 USD
- Modem
- Photo Copying Service
- Printer
- Video Conferencing Available

RECREATIONAL FACILITIES

- Outdoor pool and whirlpool
- Indoor fitness center and spa

SW
- LBJ Presidential Library - 0.5Mi – N
- South Congress (SoCo) shopping - 1Mi - SW

RESTAURANTS & BARS

- Finn & Porter
- Liberty Tavern
- Java Jive on Fifth
- Loft bar at Finn & Porter

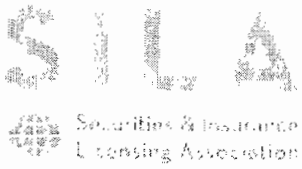
SHUTTLE

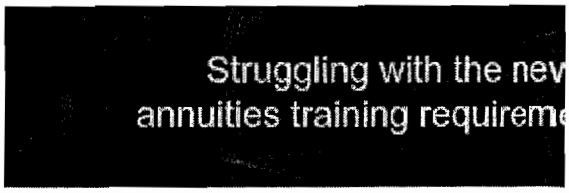
Super Shuttle offers transportation to and from the airport at a fare of $13 one way, $24 round trip. Super Shuttle is offering a 10% discount to all SILA conference attendees. This discount is only offered through online reservations by clicking on this link. The SILA discount code is K557A. The Super Shuttle ticket counter is located at the airport just past Baggage Carousel 1. The Hilton Austin Hotel is the first stop from the airport and the last stop to the airport.

K557A

HOTEL PARKING

- Self Parking: $20.00 inclusive of tax
- Valet Parking: $27.00 inclusive of tax
- In/Out Privileges: Available
- Secured: Available
- Covered: Available
- Parking Information: Trailers Not Permitted in the Parking Garage





Click Here

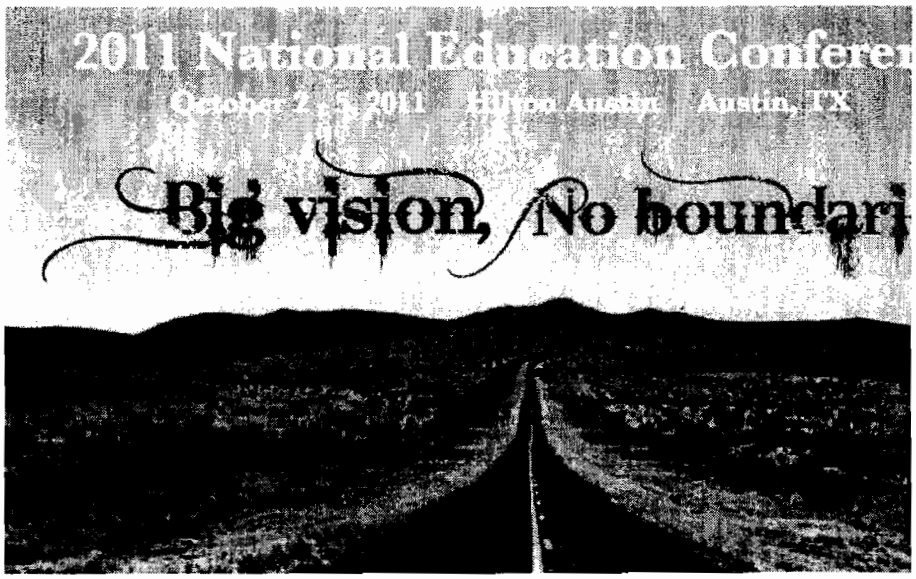
Join SILA
Chapters
Committees
Professional Development
Publications
Calendar
Job Bank
Resource Center
SILA Store
Contact SILA
Site Map
Privacy and Security Statement
Board Members
Regulators Only
- Registration/Participation
- Hotel and Travel
- Conference Preparation
- Regulator Forms

Members Only
Logout

Home About SILA Membership Events Awards Vendor

Registration/Participation

Regulators Only



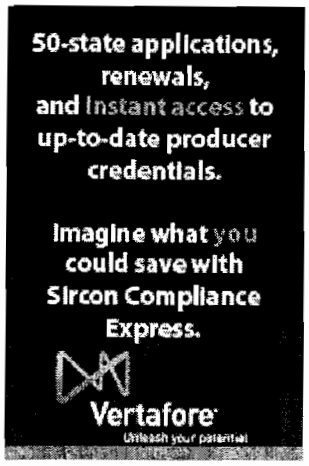
REGISTRATION & PARTICIPATION GUIDELINES

SILA waives the Registration Fee for one regulator (per state) who participates i
SILA will reimburse the travel expenses for the one regulator (per state) who pa
hopes that regulators who have budget allocations to pay their own travel expen

Registration Steps:

1. Obtain approval from your state to attend the conference.
2. Complete this conference registration form. Some states send more than additional regulators, please have the additional regulator(s) log into the online and pay the regulator fee of $250.00.
3. If you are a first-time attendee, please contact Diana Capes to obtain infc Education Conference.
4. After you check-in at the hotel, please check-in at the SILA Registration on Sunday, October 2nd in the foyer located on the sixth level of the hote

Click Here



holder and a registration packet.

Regulator Participation Guidelines:

1. The regulator whose registration fee is waived is requested to participate Education Conference. Descriptions of these sessions are listed on the c the Conference Program & Notebook.

Regulators Only Meeting	Sunday, October 2nd, 2:00 - 3:30 P
Regulatory Updates	Midwest & NE Regions Monday, October 3rd, 9:30 - 12:15
	West & SE Regions Tuesday, October 4th, 9:30 - 12:15
Around the Country	Midwest & NE Regions Monday, October 3rd, 4:00 - 5:00 P
	West & SE Regions Tuesday, October 4th, 4:00 - 5:00 F
Networking Breakfast with Regulators	Wednesday, October 5th, 8:30 - 10

2. Prior to the conference, SILA will email your state's page from the SILA J the changes by the stated deadline.

If you have any questions about the conference, the reimbursement policy, or th

Co

SILA National Education Conference
2011 Preliminary Conference Agenda
Austin, Texas – October 2-5, 2011

Saturday, October 1 (casual)

1:00-2:00 PM	**SILA Executive Committee Meeting**
2:00-4:00 PM	**SILA Board of Directors Meeting**
2:00-5:00 PM	**ABC's of Public Speaking Workshop (Part I)***

Sunday, October 2 (business casual)

PRE-CONFERENCE CLASSES:

8:00-12:00 PM	**SILA Producer Licensing Basics Class***
8:00-12:00 PM	**SILA Adjuster Licensing Basics Class***
8:00-12:00 PM	**SILA Surplus Lines Fundamentals Class***
8:00-12:00 PM	**SILA Securities Basic Training Class***
8:00-12:00 PM	**ABC's of Public Speaking Workshop (Part II)***

**Separate registration and fees required for classes.*

Sunday Activities:

10:00-11:00 AM	**Vendor and Exhibitor Meeting**
1:00-2:00 PM	**New Attendee Orientation** (for first-time conference attendees)
1:00-6:00 PM	**Conference Registration**
2:00-4:00 PM	**Regulators Only Meeting**
3:00-3:30 PM	**Speakers Only Meeting**
3:00-6:00 PM	**Exhibitor Fair & Welcome Reception** (for all attendees)

Monday, October 3 (business casual)

7:30-8:30 AM **Networking Breakfast & Exhibitor Fair** (conference registration also open)

8:30-9:00 AM **General Session Opening & Welcome**

9:00-9:30 AM Speaker, Karen McCullough

Change is Good, You Go First

The Way It Was... The Way It Is... Where It's Headed

We live in a time of great uncertainty where change is the only constant. The reality of economic forecasts, keeping up with technology, globalization, continual learning, and the challenges that generational differences have presented keep us in a perpetual cycle of change.

It is a time to show our strength because fear is not an option. We can either let change happen to us, or we can choose to lead the way and help guide others. We can sit back and let the stress become overwhelming, or we can embrace these times and drive growth. It's our choice - and ours alone. The program sets the course to find and execute a strong vision in a high-change environment and gives you the tools to use in becoming the change agent at your work or business and at home. Whether our natural instinct is to embrace change or to run from it, this program is for all of us!

Attendees will learn:

- The difference between resistance and resilience
- The Five myths of change
- The Five key drives of change today
- How to reduce the fear
- How to embrace change
- Change- What's in it for them?

9:30-10:45 PM **NE Regional Regulatory Update**
Regulators from the Northeast Region will provide updates to licensing changes in their states and also provide status of where they are with the Uniform Licensing Standards. Northeast Region states are Connecticut, Delaware, District of Columbia, Maine, Maryland, Massachusetts, New Jersey, New Hampshire, New York, Pennsylvania, Rhode Island, and Vermont.

11:00-12:15 PM **MW Regional Regulatory Update**
Regulators from the Midwest Region will provide updates to licensing changes in their states and also provide status of where they are with the Uniform Licensing Standards. Midwest Region states are Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, Oklahoma, South Dakota, and Wisconsin.

12:00-1:15 PM **Networking Lunch** (includes Exhibitor Fair and Chapter/Committee lunches)

1:15-2:15 PM **Concurrent Sessions**

- **Annuity Suitability Training: What's Next?**
  Join our interactive industry and regulator panel discussion as we discuss the next phases of the annuity suitability model regulation. Topics include: Annuity Suitability Training, Just-in-Time Training, Managing Multi-State Requirements and much more.

- **Registration and Qualification Requirements for Operations Personnel**
  In this session, industry professionals will be interviewed about this new securities registration. Among our interviewees will be a vendor who is preparing the materials for the exam and a compliance professional who is determining who would be required to take the new exam at the firm. Come and join us for this interactive discussion.

- **Getting the Most Out of Your SILA Membership**
  The benefits are many ...including the annual SILA National Education Conference, professional education and designations programs, along with access to the SILA website's member section. But, are you really taking complete advantage of the full spectrum of your SILA membership benefit? In this session you will hear from SILA members as they highlight the benefits of active participation and how you can easily get the greatest value from your SILA membership.

- **Best Practices: PC Carriers**
  A highly interactive open forum session with Property and Casualty carriers to discuss industry best practices and share ideas. This is a great way to network and learn how other carriers handle certain processes, deal with day-to-day licensing issues, and industry related hot topics.

- **Industry Solutions: Vendor Session**

2:40-3:40 PM **Concurrent Sessions**

- **Top 11 Things that Securities Professionals Need to Know in 2011**
  Come and learn the TOP 11 things securities professionals need to know to keep in compliance from disclosures and reporting, outside business activities, exam and registration triggers, suitability, social media, and much more.

- **Canadian and U.S. Territory Licensing: How do I license you THERE when I'm HERE?**
  With international and work-at-home businesses rapidly increasing, the need to license someone in Canada and U.S. Territories is on the rise. How do you accomplish this quickly and correctly? How do you accomplish this when you are in the U.S. and the licensee is in Canada or a U.S. Territory? What do you consider your "home state"? What types of documents do you need to obtain the necessary license? What type of exam do they need to take? Will other states reci-procate? So many questions help us get the answers!

- **NAIC Producer Licensing Working Group Update**
  Come and learn what initiatives the NAIC Producer Licensing Working Group and other NAIC task force committees are tackling to streamline the states' varying business rules and processing procedures.

- **Back to the Future – Adjuster Licensing**
  One does not need a De Lorean to go back in time for adjuster licensing. Adjusters are already stuck back in "good 'ol 1955" when it comes to processing adjuster license applications and related transactions. The SALS group will present the problems and hopefully viable solutions for bringing adjuster licensing into the 21st century.

- **Industry Solutions: Vendor Session**

4:00-5:00 PM **Concurrent Sessions**

- **Around the Country Regulator Roundtables - NE and Midwest Regions**
  State regulators from the Northeast and Midwest Regions will be available to answer state-specific licensing questions.

- **Securities Open Forum**
  In this open forum format, firms can come together and discuss current hot topic issues that are impacting their registration department and look to their peers for ideas on how to address these issues.

- **Industry Solutions: Vendor Session**

Tuesday, October 4 (business casual)

7:30-8:30 PM **Breakfast & Exhibitor Fair**

8:30-9:00 AM **General Session: Awards, Designation Recognition & SILA Business Meeting**

Speaker, Jim Bob Solsbery

9:00-9:30 AM **Sometimes You Just Have to Laugh Your Way Out**
Jim Bob's uses a mix of down-home humor and valuable insights to connect with people and open minds...and helps his audience to understand when we look at things through the lens of humor, we can see ourselves, others and life challenges more objectively!

He also demonstrates the power of keeping things simple...and this includes stress management! This fun, "knee slapping" program helps the audience understand that "mindset" can be a powerful tool in meeting challenges and reducing workplace stress!

A high energy and humorous program that challenges and motivates the audience to bring their "best self" to work each day – energized, enthusiastic, motivated and ready to be productive – and take their "best self" home when the workday comes to an end.

9:30-10:45 PM **SE Regional Regulatory Update**
Regulators from the Southeast Region will provide updates to licensing changes in their states. and also provide status of where they are with the Uniform Licensing Standards. Southeast Region states are Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, South Carolina, Tennessee, Virginia, and West Virginia.

11:00-12:15 PM **West Regional Regulatory Update**
Regulators from the West Region will provide updates to licensing changes in their states and also provide status of where they are with the Uniform Licensing Standards. West Region states are Alaska, Arizona, California, Colorado, Hawaii, Idaho, Montana, Nevada, New Mexico, Oregon, Texas, Utah, Washington, and Wyoming.

9:30-12:15 PM **FINRA Case Studies** (breakout session concurrent with General Session)
In this interactive session, attendees will participate in real-world case study scenarios relating to the broker/dealer licensing and registration processes. Case studies will highlight current issues, share best practices and explore industry solutions to today's licensing and registration challenges.

12:15-1:15 PM **Networking Lunch** (includes Chapter & Committee lunches)

1:15-2:15 PM **Concurrent Sessions**

- **Privacy & Protection – Best Practices of Carriers and Agencies**
  Today's headlines are filled with companies that have inadvertently released private, sensitive information to the public or have had their customers' private information compromised. As licensing professionals, we must do our part to keep our customer's trust, protect our companies brand equity while complying with all applicable laws and regulations. This lively panel will share their knowledge, perspectives and their company's approach to Privacy and Protection.

- **Agency/Carrier Best Practices & Communication Session**
  So much has changed over the last 10 years regarding electronic data submission and uniform license/appointment processing that it is difficult to believe in 2011 the methodology for exchanging data between agency and carrier remains about the same as it was before 2001. Come discuss processing and communication issues with industry experts and take away innovative ideas about how the agency/carrier relationship can work more efficiently.

- **The Days of our "Surplus Lines" Lives**
  Whether you have been filing Surplus Lines for years or have just begun the adventure, this session is for you. You will walk away having a basic understanding of how the process starts with licensing and ends.... well it never ends! We will review the filing process and how to wrap your head around due dates, affidavits and carrier eligibility and more.

- **Best Practices: Life/Health/Variable Carriers**
  This is a highly interactive open forum session with Life and Health carriers to discuss industry best practices and share ideas. This is a great way to network and learn how other carriers handle certain processes, deal with day-to-day licensing issues, and industry related hot topics.

- **Industry Solutions: Vendor Session**

2:40-3:40 PM **Concurrent Sessions**

- **Producer Screening & Due Diligence**
  Every time you onboard a producer to represent your company, you are putting your company's reputation on the line. What steps are you taking to ensure the producers you bring on board are qualified and of good character? Are your producer screening and due diligence processes tough enough to keep your company's name off the front page for all of the wrong reasons? Join us for an interactive panel discussion as vendor and industry experts discuss producer screening and due diligence best practices including the do's and don'ts of background investigations, additional screening techniques, and producer applicant review committees.

- **FINRA Updates**
  FINRA will provide an overview of current FINRA and CRD initiatives.

- **Best Practices: Adjusters**
  Join an informative discussion of industry best practices with adjuster companies and firms.

- **Best Practices: Agencies**
  A highly interactive open forum session with agencies/firms to discuss industry best practices and share ideas. A great way to network and learn how other agencies handle certain processes, deal with day-to-day licensing issues, the complexity of multiple carrier requirements, and industry related hot topics.

- **Industry Solutions: Vendor Session**

4:00-5:00 PM **Concurrent Sessions**

- **Around the Country Regulator Roundtables - SE and West Regions**
  State regulators from the West and Southeast Regions will be available to answer state-specific licensing questions. NIPR and FINRA will also be included in this session.

- **Industry Solutions: Vendor Session**

6:00-10:00 PM **SILA Dinner and Dance with Matt Ray and Friends**
Enjoy a Texan sit-down dinner and then stay to kick up your heels with Matt Ray & Friends. Matt Ray (former Texas regulator and current SILA member) has a Central Texas Band that plays conventional country and western music. The blend of fiddle, lead and steel guitar, drums, bass guitar and vocals provides an easy-listen and easy to-dance-to sound. The band performs their original songs and many easily recognizable hit songs as performed by major artists like George Strait, Pat Green, Garth Brooks, and Toby Keith.

Wednesday, October 5 (business casual)

8:30-11:00 AM **Conference Wrap-up (includes breakfast/brunch)**

This is an invaluable conference wrap-up session that will be done in a fun and competitive way that will explore just how much you and others learned while at the conference. We will rehash, re-cap, and revolutionize the information shared at the conference. Many of you are required to write a post-conference report when you return to the office – take advantage of this important session to help you highlight important information, valuable practices and technology solutions obtained at the conference. This new format will also give you one more opportunity to develop additional contacts with peers and regulators that makes your attendance at the SILA conference a wise investment for your company. As an added bonus, the lucky attendees who participate in our exciting Wednesday session will be eligible for fabulous prizes! Attendees must be present to win.

11:00 AM	**SILA Conference Close**
11:30-12:30 PM	**SILA Board of Directors Meeting**

Imagine...
One-stop online access to license applications, renewals, and up-to-date credentials in any state, 24/7.
Discover Sircon Compliance Express®
Powered by Vertafore
Advanced designations & certificate programs:
CAIA, ChFC, CLU®, CIPM & ICBRR
Test with Pearson VUE
PEARSON VUE
www.PearsonVUE.com
Click Here

PSI: Licensure
Insurance
Test Development
Test Administration
Technology Solutions
psi
www.psionline.com
800.367.1565

MEMBER LOGIN

User ID

Password

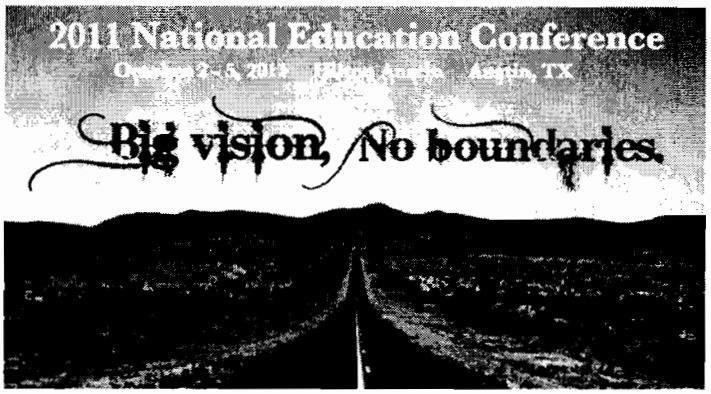
[go]

I don't know my password

Click Here

Registration

Events > 2011 National Education Conference



Registration
Hotel
Classroom Training
Exhibitors
Sponsors

REGISTER EARLY AND SAVE!

Amazing response this year, we are at capacity! See you in Austin!

ALL attendees must be SILA members before registering. The membership fee is $200.00. Attendees who are not SILA members can join at the same time when registering for the conference.

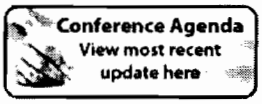
Conference Registration Fees*	Early Bird	Standard
Members (includes Exhibitors)	$ 525.00	$ 600.00
Non-Members (expired or new) Includes membership fee in registration	$ 725.00	$ 800.00
Members (6 or more)	$ 450.00	$ 525.00
Charter & Board Members	$ 395.00	$ 395.00
Regulator (non-participant)	$ 250.00	$ 250.00
Exhibitor (10ft x 10ft booth)	$1,725.00	$1,725.00

WHY ATTEND?

Are you looking for the latest information on new and changed regulation affecting the licensing and securities industries? Are you in need of the latest licensing, compliance and educational technologies? The SILA National Education Conference provides multiple regulatory sessions and also provides an Exhibitor Fair of software and service vendors who will provide solutions to your automation and technology needs. Combine these events with industry sessions designed to inform, instruct and share experiences, and you have the ingredients for a successful and comprehensive conference program like none other.

WHO SHOULD ATTEND?

Attendees include fellow licensing and securities executives, supervisors, administrators, regulators, vendors, compliance officers, trainers, project managers and consultants throughout the country. Network and engage with individuals who face similar challenges in this focused, three-day series of training courses, educational and technical sessions that also includes regulatory updates



Request a discount code for your group of 6 or more attendees (***Before registering!***)

Need assistance obtaining approval to attend?

2011 Sponsors

Diamond Sponsors

NIPR

RegEd

Platinum Sponsors

Asurion

Applicant Insight

Business Information Group

CEU.com

GEICO

Kaplan Compliance Solutions

NAIC

Nationwide Insurance Companies

Pearson VUE

PSI Services

Sircon, a Vertafore Business

Silver Sponsors

AFLAC

*The conference registration fee includes:

- Breakfast, lunch, and refreshment breaks on Monday and Tuesday,
- Breakfast on Wednesday, and
- Reception on Sunday and Dinner on Tuesday evening.

See our sample letter here.

REFUND POLICY:

Cancellations must be in writing and received on or before August 8, 2011 to receive a full refund; a charge of $200 will be made for cancellations received after August 8th. No refund for cancellations received after September 19, 2011.

Allstate

Prometric

Patron Sponsors

360 Training

AdjusterPro

National Financial Partners Corp

TesTeachers

The IMT Group