



## 2016 WSBAA CE SERIES “BEYOND THE PREMIUM” AGENDA

### CONVENTION AGENDA CJTC 10910 1<sup>st</sup> Avenue S. Burien WA 98148

#### Thursday November 17, 2016

7:00PM - 9:00PM: **WSBAA** Board Meeting, Double Tree by Hilton Hotel Sea Airport

#### **BAIL BOND AGENT TRAINING**

The training will be in accordance with WAC 308-19-302, 4 hours

#### Friday November 18, 2016

**CJTC Facility**, sponsor Sun Surety Pat Wood

**Convention Binder**, sponsor AIA Brian Nairin

**Breakout Rooms**, sponsor Triton, Aladdin Roger Hayes

**Key Note Speakers**, sponsor HCC, Bail USA Jon Schneider

**CJTC Lunch**, sponsor, Bankers Insurance Rob Southey

8:30AM - 9:00AM Registration, Coffee and Continental Breakfast

9:00AM - 9:30AM: Welcome message, “**A World of Opportunity**” from Jim Fuda, Director of Law Enforcement Services for CSOPS & Myrle Carner, Director of Media & Public Relations for CSOPS & law enforcement spokesman for the Fox Television Show, “*Washington’s Most Wanted*”

9:30AM - 10:15AM: Gaining the Edge, “**Day to Day Operations**” Becky Magnuson, CBA & DOL Educator, will present the importance of keeping adequate defendant records, collateral or security, TRUST accounting & how to audit proof your company

10:15AM-11:30AM: Bail Bond Buzz, “**National Perspective on Bail Reform**” Brian Nairin, President & Chief Executive Officer of AIA Surety & Rob Southey, Vice President of Bankers Surety Navigating Legislation, “**The Future is Today**” Dylan Doty, Lobbyist & WSBAA Board

11:30AM-11:45AM: Do Your Homework, “**Investigation Bonds**” Atty Kim Shomer, Shomer Law Firm, **BEWARE** of RCW 10.19.110 Recognizances before district judge or magistrate-Forfeiture-Action

11:45AM-12:30PM: Customer Focus, “**How to Close the Deal**” Alan Keith of Mercedes Benz. With over 20 years of sales experience focusing on closing & negotiation skills, you don’t want to miss his presentation

12:30PM-1:30PM: CJTC Lunch

1:30PM-2:15PM: Everything Counts, “**Risk Assessment**” Randy Bosley, DOL Educator along with Attorney Alexander Chan, Law offices of Alexander Chan, what to look for when gathering defendant & Indemnitor information, working with courts after receiving a forfeiture notice, CLR 3.2

2:30PM-3:30PM: Make it Matter, “**Business Ethics & Professionalism**” WAC 308-19-302, ethics pertaining to your clients & court & the bail bond profession, attorney Sheri Pewitt of Pewitt Law, Ethics Group Instructor for CLE and WACDL

3:30PM - 4:00PM: **Post Convention**

**NETWORKING EVENING OUT, TBD**