



## Sunday, November 6, 2016

9:30 AM	REGISTRATION/CHECK IN Registration Desk – Exhibitor Hall is open
10:00 AM - 11:30 AM	Sunday Brunch
11:30 AM - 12:00 NOON	Opening Address by President Mike Rump
12:00 NOON - 12:50 PM	<i>5 Hour Law and Ethics for Public Adjuster – hour one</i>
12:00 NOON - 12:50 PM	<i>Sinkholes, Yesterday, Today and Tomorrow by Smith Kling Thompson</i>
12:50 – 1:00 PM	10 Min Break
1:00 PM - 1:50 PM	<i>5 Hour Law and Ethics for Public Adjuster –hour two</i>
1:00 PM - 1:50 PM	<i>2016 Case Law Update by Keith Truppmann</i>
1:50 PM - 2:20 PM	30 Min Break with coffee and snacks
2:20 PM - 3:10 PM	<i>5 Hour Law and Ethics for Public Adjuster – hour three</i>
2:20 PM - 3:10 PM	<i>Difficult Coverage or Difficult – Successful Adjusting Techniques Required to Win by Jeff Greyber, Esquire</i>
3:10 PM - 3:20 PM	10 Min Break
3:20 PM – 4:10 PM	<i>5 Hour Law and Ethics for Public Adjusters – hour four</i>
3:20 PM - 4:10 PM	<i>Disturbing Trends in Policy Limits and Exclusions by Russel Lazega, Esquire and JD Underwood, Esquire</i>
4:10 PM – 4:20 PM	10 Min Break
4:20 PM - 5:10 PM	<i>5 Hour Law and Ethics for Public Adjuster – hour five</i>
4:20 PM -5:10 PM	<i>Annual PUBLIC ADJUSTER ROUND TABLE DISCUSSION, Hosted by Past FAPIA President, Bill Cook</i>
5:10 PM	First Day – Closing Remarks by President Mike Rump. Please note our FAPIA business meeting which is open to FAPIA members only will take place tomorrow morning.



## Monday, November 7, 2016

9:00 AM	Late Registration, Check In and BREAKFAST – EXHIBITOR HALL open
10:00 AM - 11:00 AM	Opening Address by President Mike Rump – Presidency is turned over to Don Phillips  FAPIA Business Meeting – See Agenda: <u>ONLY FAPIA MEMBERS MAY ATTEND</u>
11:00 AM - 11:50 AM	<i>Electrical Claims – Assessing Fire, Water and Lightning Damage to Electrical Systems by Adrian Neiman Arkin</i>
11:50 AM – 12:10 PM	<b>INTRODUCE Sponsors &amp; Exhibitors (20 Min)</b>
12:10 PM – 12:50 PM	<i>The Effective Use of Experts by Public Adjusters to Resolve Claims by Chip Merlin and Dave Pettinato</i>
12:50 AM – 2:00 PM	Break, Luncheon and Exhibitor Hall
2:00 PM – 2:30 PM	Lifetime Achievement Award Presentation to Chip Merlin
2:30 PM - 2:40 PM	<b>10 Min Break</b>
2:40 PM – 3:00 PM	<i>Discussion about Lloyds of London Policy application by Danahy and Murray</i>
3:00 PM - 3:50 PM	<i>Communication Strategies for Success by Donna Devaney Stockham and Jill Henniger</i>
3:50 PM - 04:10 PM	<b>INTRODUCE Sponsors &amp; Exhibitors (20 Min)</b>
4:10 PM - 5:10 PM	<i>A View From the “Other Side” by Joseph Ligman, Scott Klotzman, Gary Miller, Gina Clausen Lozier and David Bierman</i>
5:10 PM	Closing remarks by President Don Phillips and invitation to Happy Hour Reception in Exhibitor Hall



## Tuesday, November 8, 2016

9:00 AM	Continental Breakfast & EXHIBITOR HALL open
10:00 AM - 10:30 AM	Opening Address by PAPIA President Don Phillips
10:30 AM - 10:45 AM	Community Affairs Committee Presentation
10:45 AM – 11:00 AM	15 Min break
11:00 AM - 11:50 AM	<i>The Art of Negotiation by Marc Ben Ezra</i>
11:50 AM – 1:00 PM	Break, Luncheon and Exhibitor Hall
1:00 PM – 1:50 PM	<i>Managing Managed Repair Issues by Andrew Fuxa</i>
1:50 AM – 2:00 PM	10 Min break
2:00 PM – 2:15 PM	Color Guard Presentation
2:15 PM - 3:05 PM	<i>Condo Coverage Complications by Mario Lopez and Jesmany Jomarron</i>
3:05 PM	Closing remarks by President Don Phillips and prize drawings!!!

*Please note that you must be scanned and sign the sign in sheet at each course in order to qualify for credit. Attire is business or business casual. Times and courses subject to change without notice.*