

**IGFOA DOWNSTATE CHAPTER SOUTHERN REGION
PROFESSIONAL DEVELOPMENT SEMINAR**

October 26, 2018

9:30 AM – 2:15 PM

Mt. Vernon Airport, 100 Aviation Drive, Mt. Vernon, IL

9:30 – 9:55 AM REGISTRATION AND NETWORKING

9:55 – 10:00 AM WELCOME AND INTRODUCTIONS

**10:00 – 11:00 AM PRICING PROTOCOLS IN THE INSURANCE WORLD AND WINNING
LEVERAGE IN BENEFIT NEGOTIATIONS**

Speaker: Gregg Aleman, Principal, Premier Insurance Consultants, LLC

An interactive session explaining the intersection of risk and pricing as it relates to group size as well as a discussion of how to return leverage in benefit negotiations to the management side of the table.

Learning Objectives - *Participants completing this session will be able to:*

1. Better understand the main cost drivers in health insurance pricing.
2. Have the ability to ask the pricing questions to insurance companies/ brokers to best leverage cost.
3. Learn about the trend effects in all lines of employee benefit coverages.
4. Explore total compensation as it relates to leveraging benefit negotiations.

11:00 – 11:15 AM BREAK

**11:15 AM – 12:15 PM PREPPING FOR THE WORLD OF TOMORROW: AUTOMATION IN
LOCAL GOVERNMENT**

Speaker: Scott Shamberg, Vice President, Azavar Government Solutions

The world is moving faster and faster in the age of technology. Every day we hear more and more about automation in workforce and how it will revolutionize the way people do business and upend entire industries. But what about government? Government gets a bad reputation for being slow and inefficient, how can local governments begin to counter this view and show that government can work efficiently? Enter automation for local governments. This session will discuss the reasons local government leaders should be looking to automate including efficiency, accuracy, and best practice leadership. You will learn the benefits of automation to taxpayers and municipal staff and learn the various ways to automate processes within your organization. By the end of the session you will understand how easy it can be to take advantage of automation opportunities that may not have been considered before.

Learning Objectives - *Participants completing this session will be able to:*

1. Gain an understanding of what automaton is doing in the world and why it is important.
2. Learn the ways to automate finances in their organizations.
3. Understand the benefits of automation for both local government staff and taxpayers.

12:15 – 1:00 PM

LUNCH

1:00 – 2:00 PM

BONDS 101: UNDERSTANDING THE PROCESS AND PLAYERS

Speakers: *Stephen Adams, Director, Public Finance of PMA Securities*
Kyle Harding, Partner, Chapman & Cutler LLP

This session will educate the participant on the municipal bond issuance process, what types of debt instruments are available and the bond professionals typically associated with an issuance.

Learning Objectives - *Participants completing this session will be able to:*

1. Understand the different types of debt instruments available to municipal entities.
2. Learn about the various methods of sale available to municipal issuers.
3. Know the bond professionals associated with an issuance and their roles.
4. Understand Federal Tax and Securities Laws.

2:00 PM

CLOSING REMARKS AND NETWORKING

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