



***A Day of Growth for  
Insurance and Financial Service  
Professionals***

**Friday, October 10, 2008**  
(8:00am-4:00pm)

**Ramada Oasis Convention Center**  
2546 N Glenstone

**John Borbi – The Dark Side of Success**

In 1995, John began his journey as a financial advisor at a full financial services firm. He quickly gained a clientele and continued his rise as an investment expert within the company. This led to becoming the firm's Investment Specialist and managing 140 investment advisors. John continued to grow his personal client list and would eventually manage close to \$100 million in assets for his own clients and rank in the top 1% for financial advisors.

John's income grew from \$28,000 in his first year to \$500,000 seven years later; this dramatic rise of income would prove to be his downfall and lead to some poor ethical choices. Within a 7 month period, John transferred close to \$500,000 and was caught when his biggest client noticed the illegal transfers. This crime led to a 30 month sentence in Federal prison which John served from 2004 – 2006 in West Virginia.

John is now sharing his mistakes with others, with the intent to help those hearing his story to make strong ethical choices. Today's headlines make his message timely and highly sought after for keynote addresses and lively breakout sessions. John continues to speak to a diverse group including universities, corporations, and national and international associations. Because of his life experiences, John is uniquely qualified to share techniques on dealing with moral and ethical dilemmas to help others avoid unethical choices and criminal activity.

John is an active golfer and enjoys spending his time with his son and daughter. John's home is located in a suburb of Detroit, Michigan.

**8:00-8:45 a.m. Registration – Convention Center**

Continental Breakfast

**9:00-9:50 a.m. General Session- Two Options**

Professional Panel

- Patrick Platter, Moderator*
- John Huff, Dir. Missouri Dept. of Insurance*
- Michael Colona, State Representative*
- Bob Dixon, State Representative*
- Larry Case, MAIA*

Young Professionals and Students

- Stan Adamson, MSU, Moderator*
- Aaron Tanner, Northwestern Mutual*
- Chad Page, Omaha*
- Russell Winterberg, ANPAC*

**10:00-11:50 a.m. Workshop Session 1**

- A. Hometown Ready- Your Community- Disaster Prepared** (10:00-11:50 am)
- B1. General Insurance Discussion** (10-10:50 am)
- B2. Settlement Demand & Settlement Issues** (11-11:50)
- C1. Marketing to Generation Y** (10-10:50 am)
- C2. Marine Insurance Risk Evaluation** (11-11:50am)

**12:00-1:30 p.m. Luncheon Buffet- Atrium**

Featured Speaker, *John Borbi*

**1:30-1:50 p.m. Networking**

In the Vendor Area

**2:00-3:50 p.m. Workshop Session 2**

- A1. Dark Side of Success** (2-2:50 pm)
- A2. Errors and Omissions Claims Awareness** (3-3:50 pm)
- B1. Life Insurance Needs** (2-2:50 pm)
- B2. Survive and Thrive Your First Three Years** (3-3:50pm)

- **Networking with Industry Colleagues**
- **CE Credits**
- **Professional Panel**
- **Concurrent Sessions on the Latest Issues**
- **Luncheon**

**Ozarks I-Day Committee**  
**P. O. Box 4841**  
**Springfield, MO 65808-4841**



**REGISTRATION**

Your Name: \_\_\_\_\_  
 Professional Designation(s) (or Student): \_\_\_\_\_  
 Address: \_\_\_\_\_  
 Employer/Company: \_\_\_\_\_  
 E-mail Address (for confirmation): \_\_\_\_\_  
 Business Phone Number: \_\_\_\_\_  
 Professional Organization(s) of which you are a member: \_\_\_\_\_  
 Please let us know if you have any special needs: \_\_\_\_\_

**Circle the programs below you are most interested in attending.**  
**Circle either a two-hour session or a combination of two one-hour sessions.**

<p><b>General Session (9:00- 9:50am)</b>          Professional Panel          Young Professionals Panel</p>	<p><b>Workshop Session 1 (10:00-11:50am)</b>          A. Hometown Ready- Disaster Prepared</p> <p style="margin-left: 40px;">B1. John Huff, MO Ins. Comm (10-10:50am)          B2. Settlement Demands/Issues (11-11:50am)</p> <p style="margin-left: 40px;">C1. Marketing to Generation Y (10-10:50am)          C2. Marine Insurance Risk Eval (11-11:50am)</p>	<p><b>Workshop Session 2 (2:00-3:50pm)</b>          A1. Dark Side of Success (2-2:50pm)          A2. Errors &amp; Omissions (3-3:50pm)</p> <p style="margin-left: 40px;">B1. Life Insurance Needs (2-2:50pm)          B2. Survive &amp; Thrive (3-3:50pm)</p>
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<p><b>WHAT DO YOU WANT TO HEAR?</b></p> <p>* List the topic(s) or question(s) you would like the Professional Panel to cover:</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr><td style="height: 20px;">1.</td></tr> <tr><td style="height: 20px;">2.</td></tr> <tr><td style="height: 20px;">3.</td></tr> <tr><td style="height: 20px;"> </td></tr> </table> <p style="text-align: center;"><a href="http://www.ozarksinsuranceday.com">www.ozarksinsuranceday.com</a></p> <p><b>Questions?</b> Call (417) 887-4990, ext 2057 and ask for: <i>Rebecca Rast</i> or email: ozarksiday@gmail.com</p>	1.	2.	3.		<p style="text-align: center;"><b>Registration Fee</b></p> <p><b>Full Day</b>          Early registration, per person              (postmarked <u>prior</u> to October 1<sup>st</sup>)                      \$ 65</p> <p>Regular registration, per person              (postmarked after October 1<sup>st</sup>)                              \$ 75</p> <p><b>New Half-Day Options</b>          Half-Day Registration (includes Lunch)                      \$ 45          Lunch Only    \$ 35</p> <p>Make check payable to <i>Ozarks I-Day</i> <b>Total Enlosed \$</b> _____</p> <p style="text-align: center;">Mail check and registration form to:</p> <p style="text-align: center;"><b>Ozarks I-Day</b>  <b>P. O. Box 4841</b>  <b>Springfield, MO 65808-4841</b></p>
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