

MONTH	AD CLOSE	MATERIALS DUE	CONTENT	BONUS DISTRIBUTION	SUPPLEMENTS/SPECIAL REPORTS	EVENT
JANUARY	11/28	12/2	INNFocus Report Claims			
JANUARY/FEBRUARY	12/20	12/27	<ul style="list-style-type: none"> • Customer Relationship Management • Mobility • Underwriting 			
MARCH	1/25	1/31	INNFocus Report Policy Administration			
MARCH/APRIL	2/24	3/1	<ul style="list-style-type: none"> • Agency Management • Risk Management • Sourcing 	• RIMS	• Maximizing Vendor Relationships	
MAY	4/3	4/10	<ul style="list-style-type: none"> • Claims • Data Strategies • Standards 	• ACORDLOMA		• VIP Awards
JUNE	4/27	5/3	<ul style="list-style-type: none"> • Billing & Payments • Business Process Management • Regulatory Compliance 	• IASA	• VIP Awards	
JULY	6/1	6/7	INNFocus Report Channel Management			
JULY/AUGUST	6/22	6/28	<ul style="list-style-type: none"> • Cloud • Fraud • IT Budgets 		<ul style="list-style-type: none"> • Policy Administration • Annual Buyers Guide • INN 15th Anniversary – Top 15 Report 	
SEPTEMBER	7/25	7/31	INNFocus Report Underwriting			
SEPTEMBER/OCTOBER	8/15	8/21	<ul style="list-style-type: none"> • Analytics • Privacy/Security • Top 10 Women in Insurance Leadership 	• NAMIC, ACLI, CPCU, PCI IT	• BI for Healthcare	• Women in Insurance Leadership
NOVEMBER	9/24	9/27	INNFocus Report Best of the Year			
NOVEMBER/DECEMBER	10/19	10/25	<ul style="list-style-type: none"> • Document Management • Policy Administration • Top 5 Trends for 2013 		• Claims and Billing	

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