



# 2026 INDUSTRY PARTNER GUIDE



# THE POWER OF PARTNERSHIP

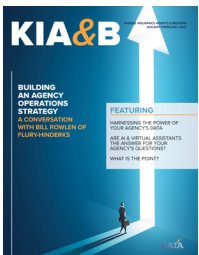
KAIA's Industry Partner program and additional marketing opportunities are designed to leverage the power of collaboration and relationship-building. Using a tiered approach, our IP program allows each company to choose a partnership and premium add-on exposure based on the level of interaction and visibility they are looking for with Kansas independent agents. All of our partner levels provide companies with maximized, year-round exposure and opportunities to maintain relationships with KAIA member agencies and their employees.

Your investment as an Industry Partner is an investment to grow, support and sustain the independent agent industry. Together, we can protect, promote and grow the independent insurance system in Kansas for years to come.

## ADVERTISE IN KIA&B & KAIA DIGITAL NEWSLETTERS

KAIA's bi-monthly, full color magazine – the only magazine in Kansas that offers industry specific news and explores the many issues and concerns facing independent insurance agents! Each issue of KIA&B also includes lifestyle features to showcase our members in a personal, unique way. These personal, lifestyle features, along with important industry news, make KIA&B a must-read publication with agents in Kansas.

The circulation includes 3,000+ (print & digital) agency employees in Kansas, the Kansas Insurance Department, Independent Insurance Agents & Brokers of America, plus business leaders and professionals in related fields. An online version is also included and can be found on the KAIA website at [kaia.com/kiab](http://kaia.com/kiab).



## KIA&B



### ► THE NUMBERS



KAIA Member  
News &  
Updates  
2,922  
subscribers



KAIA Training  
& Events  
4,446  
subscribers



Capitol Notes  
2,233  
subscribers



Fans:  
1,300



Followers:  
1,328



Followers:  
974



Unique Visits:  
3,700/mo



Open Rate:  
33%



KIA&B Reach:  
3,600+



Annual Convention:  
600+ attendees



Young Agent  
Members: 100+



Women In Insurance  
Members: 90+



Education Program  
Participants:  
1000+ annually



Members:  
370



# BENEFITS

OUR PREMIUM LEVEL:  
PRESIDENT'S CLUB \$20,000  
Contact us for details.

RECOGNITION/MARKETING	Platinum \$10,000	Gold \$6,500	Silver \$4,750	Bronze \$3,000
Priority registration for KAIA Annual Convention and Trade Show	●	●	●	●
Listing on Industry Partner signs at KAIA events	●	●	●	●
Listing on Industry Partners page in KIA&B magazine	Logo	●	●	●
Complimentary ad in KIA&B magazine (Print & Digital)	1 Back cover	2 Half Page	1 Half page	1 Qtr page
Annual Marketplace Report Advertising (Print & Digital)	1 Full Page	1 Half Page	1 Half Page	
Commission Check Inserts	●	●		
Logo featured on education communications to KAIA Members	3x	2x	1x	
Featured product video on social media (provided by you)	3x	2x	1x	
Listing on KAIA.com Industry Partners Page	Logo	Logo	Logo	Listing
Recognition at education classes and events	●	●	●	●
Recognition on all conference registration packets and education materials	●	●	●	●
Carriers educational classes listed on Ed Calendar	●	●	●	

## ACCESS & INFORMATION

Access to KAIA Member Directory	●	●	●	●
Access to Annual and Quarterly Marketplace Reports	●	●	●	●
Subscription to KIA&B magazine	●	●	●	●
Subscription to KAIA e-Newsletter	●	●	●	●
Introduction to New Members	●	●	●	●

## MEETING SPACE

Use of KAIA's conference/classroom space for your company	4 events	3 events	2 events	1 event
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# EVENTS

OUR PREMIUM LEVEL:  
PRESIDENT'S CLUB \$20,000  
Contact us for details.

ANNUAL CONVENTION	Platinum \$10,000	Gold \$6,500	Silver \$4,750	Bronze \$3,000
Display recognition signage at the conference	●	●	●	●
Free or discounted single exhibit space at tradeshow (Non member cost: \$2,250)	2 Free	1 Free	\$375	\$750
Full registration for Annual Convention (Value of \$250 per person)	4 attendees	3 attendees	2 attendee	1 attendee
Individual session (classroom) sponsor	●	●	●	
Introduce speaker at convention	●	●		

## YOUNG AGENTS

Young Agent Conference Sponsorship	●	●		
Discounted registration for Young Agent Conference	●	●	●	●
Attendance to YAK Outings	●	●	●	●

## PRESIDENT'S CLASSIC GOLF TOURNAMENT

Complimentary player/alternate outing registration	4 players	2 players	1 player	
Basic hole sponsorship with one sign placed on the tee box	●	●		
Upgraded hole sponsorship with dedicated golf cart and opportunity to set up on the course	●			
Beverage cart sponsorship	●			

## KANSAS LEGISLATIVE DAY

Participation in Kansas Agents' Legislative Day	●	●	●	●
Legislative Day sponsorship	●	●		

## FALL EVENT (If Applicable)

Fall Event Sponsorship	●	●	●	●
Discounted registration for Fall Event	●	●	●	

Additional sponsorship opportunities may be available for the following and will be available when the event registration is open:

- YAK Outing at Convention
- WIN Activity or Event
- Micronetworking Events
- Golf Outing
- Key Note Speaker
- Lanyards



To sign up and learn more,  
visit [kaia.com/become-a-kaia-industry-partner/](https://kaia.com/become-a-kaia-industry-partner/)  
or scan the QR code.