



## NEWS RELEASE

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### **ASCnet and Applied Systems announce sessions for TENCon 2012**

*Education program focuses on agency and brokerage  
growth, operations, servicing*

**University Park, Ill. – May 15, 2012** – ASCnet and Applied Systems today announced the complete line-up of [conference session topics](#) for TENCon 2012, highlighting that new sessions will help users gain maximum benefit from their Applied Systems insurance software investment and explore new ways to grow their books of business. TENCon 2012 takes place [August 20-23](#) at Gaylord Opryland in Nashville, Tenn.

More than 145 sessions are offered during [TENCon 2012](#), this year's flagship [annual conference](#) for insurance professionals who use Applied Systems agency and broker management software. Conference co-hosts [ASCnet](#) (Applied Systems Client Network) and [Applied Systems](#) said this year's sessions provide education in the major business areas of agency and brokerage growth, operations and servicing.

The selection of TENCon sessions posted at [www.TENCon.org](http://www.TENCon.org) is searchable according to several criteria, including management software being used, job function in the agency and proficiency level in using the software.

Based on the success of the principals program at TENCon 2011, this year's conference features an expanded track designed exclusively for agency and brokerage owners and principals. The principals program centers on best practices from industry experts and peers to provide practical, immediately applicable plans in focus areas critical to agency and brokerage operation.

The pre-conference program on Monday, August 20, offers sessions certified for continuing education credits by the National Alliance for Insurance Education & Research. Pre-conference sessions are also planned on Microsoft® Office products used in agency and brokerage operation, as well as sessions for Applied Systems DORIS™ users.

“The program of conference sessions is the heart of the overall TENCon experience,” said ASCnet CEO Steve Johnson. “This year, participants can choose which sessions to attend based on a number of criteria, including software product, their role in the agency and their level of expertise.”

Applied Systems CEO Reid French said: “TENCon is the year’s best opportunity for insurance professionals to become informed about industry best practices and acquire valuable information on how to most effectively use Applied Systems software to increase client satisfaction and drive sustainable growth and profitability for their agencies and brokerages.”

TENCon pre-registration discounts are available through June 29. Registration details and additional information are available at [www.TENCon.org](http://www.TENCon.org).

### **About Applied Systems**

Applied Systems is a leading provider of software that powers the business of insurance. The company is recognized as a pioneer in agency management systems and data exchange between agencies, brokers, carriers and their clients. By automating the insurance life cycle, Applied Systems software enables millions of people around the world to safeguard and protect what matters most. To learn more, please visit [www.AppliedSystems.com](http://www.AppliedSystems.com).

### **About ASCnet**

Applied Systems Client Network (ASCnet) is the international association that promotes successful technology and business practices through communication, education and advocacy. Founded in 1985 and based in Chicago, ASCnet is the only authorized user group for Applied Systems software, and it represents close to 4,000 insurance agencies and brokerages worldwide. To learn more, please visit [www.ascnet.org](http://www.ascnet.org).

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