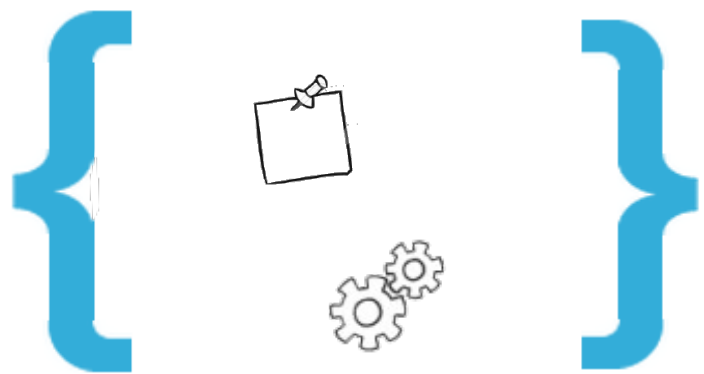




**April 29, 2016 - In This Issue:**

<b>Policy Coverage on COI</b>
<b>Flood Insurance</b>
<b>Coverage Developments for Cyber Clients</b>
<b>May Webinar: "The Dumb Things We Do"</b>
<b>Make the Most of Business Relationships</b>
<b>Walk For Wishes</b>
<b>Cocktails for a Cause</b>
<b>VAIA Roast &amp; Toast</b>



**Register for an Upcoming Class**

**VIEW UPCOMING CLASSES**

Sign up for classes and events online at [www.iiav.com](http://www.iiav.com)

To register at member prices, you

**APRIL NEWSLETTER**

**Never Misrepresent Policy Coverage on a COI**

by *Bill Wilson*

**Q:** "I write CGL for a contractor based in Mississippi and working in Mississippi. The owner is a public entity, specifically a school system, and the owner's attorney requires inserting this phrase on

MUST enter your member ID and password. If you do not have this information, please call IIAV at 804-747-9300

## Contact

### Kristina Preisner

IIAV Education Director and VAIA Executive Director

804-747-9300

[kpreisner@iiv.com](mailto:kpreisner@iiv.com)

[www.iiv.com](http://www.iiv.com)



the certificate of insurance: 'All of the Contractor's contractual liabilities, including but not limited to its indemnity obligations, are covered by the Commercial General Liability policy.'

The general contractor has provided a 100% performance and payment bond for the project in favor of the owner and has also purchased a builders risk policy for the full value of the work. We have a superb general contractor with a long history of completed projects and happy owners. Regardless, it seems as though the owner's counsel is trying to turn the CGL into a bond. Is this assumption correct? What are the potential repercussions of adding such language to a COI?"

[SEE ANSWER HERE](#)

---

## What's Next for Flood Insurance?

*by Jacquelyn Connelly*

Since FEMA began implementing the [Homeowners Flood Insurance Affordability Act of 2014](#) (HFIAA) last April, "it's been making an impact-and not a positive one," says Bruce Bender, specialist in outreach and risk communication services and a national consultant for FEMA's FloodSmart marketing campaign and Risk MAP effort.

[READ FULL ARTICLE](#)

---

## 4 Coverage Developments to Monitor for Cyber Clients

*by Jacquelyn Connelly*

Like drones, cyber insurance is infiltrating every commercial market you sell, from D&O to hotels/motels.

As more small business clients begin to wake up to the need for this type of insurance and continue to enjoy competitive pricing in 2016, here are four cyber coverage developments to keep an eye on:



## Quote of the Month

"I always like to look on the optimistic side of life, but I am realistic enough to know that life is a complex matter."

*~Mark Twain, American author & humorist*



[READ THE FULL ARTICLE](#)

## Learn About "The Dumb Things We Do" on May 11

Join IIABA on May 11 from 1-3 pm for the following webinar, "The Dumb Things We Do" (2 P&C).

We all make mistakes in our understanding, advice, and actions when it comes to insuring the public. These coverage and procedural mistakes become problematic when they adversely impact consumers and businesses, leading to inadequately covered losses and all too often, litigation. This program taps into a file we have accumulated over the past decade of over 500 real-life incidents that imperiled the financial condition of consumers and businesses.

At the conclusion of this webinar, participants should be able to:

- Better understand how to insure and risk manage, competently and ethically, customer accounts.
- Identify common and repetitive sources of mistakes and how to better manage them.
- Initiate improved educational and quality control procedures within agencies and carriers.
- Deal with other parties in a productive and professional manner to improve their performance.

[REGISTER HERE](#)

## Learn How To Make The Most Out Of Your Business Relationships

Join IIAV on May 5 for the following webinar, "Making the Most Out of Your Company Relationships". Brandie Hinen with Powerhouse Learning will lead this hour long session. IIAV will be offering three more business related webinars with Brandie. See the dates and topics below.

- [May 5 \(10:30-11:30 am\) - Making the Most Out of Your Company Relationships](#)
  - Although we hear many cliché's in the industry about trust, and even hear about building on



relationship between us and our insurance companies, this how to session will offer practical ideas around identifying best accounts, leaning how to listen if someone is sincere in their interest, sharing some carrier statistics on agency relationship and profitability, and knowing when to follow up and when to let go! **\$15/\$30**

- **[August 9 \(10:30-11:30 am\) - Emotional Intelligence](#)**
  - Emotional Intelligence is the ability to understand and use emotions in positive ways to help overcome adversity, relieve stress, and diffuse conflict. Learn how to take on the over 22 adversities we face a day better so that you can be more productive in your day. We will talk about identifying the campers, climbers, and quitters in your organization and how to empower others to better performance. **\$15/\$30**
- **[October 11 \(10:30-11:30 am\) - Creating a Multi-Generational Workflow](#)**
  - As the next generation of workers enter the workforce, a key to ensuring an effective and harmonious work environment is to create an open, collaborative sense of camaraderie, and accountability. In this time of overload and demands, learn how a simple 100 year old principle can transform your organization in less than 30 days! **\$15/\$30**
- **[December 6 \(10:30-11:30 am\) - Interview Tips to Find Your Top Hires in 2017](#)**
  - Use these tips to hire the right people and get the answers to questions you seek from potential candidates. You will learn the fundamentals on asking questions to get people to tell you what you need to know in the interview, not just what you want to hear! Learn hiring questions, practices, and powerful business practices that will keep you on task in the training process. Tips will be shared on how to spot red flags to address before they negatively affect your team. **\$15/\$30**

Please contact, Kristina Preisner, [kpreisner@iiv.com](mailto:kpreisner@iiv.com) with any questions

## **Greater Virginia Make-A-Wish Walk For Wishes Taking Place April 30**

Come walk with IIAV on Saturday April 30, 2016 in support of Make-A-Wish Greater Virginia. Walk-For-Wishes is a fun day of



exercise, great food, and camaraderie all while celebrating our special wish children.

This is a community-wide **FREE** event. Walkers of all ages will come together at Stony Point Fashion Park. Family, friends, and four legged friendly pets can come walk as well.



Walk-For-Wishes will start at 8:45 am and should take about 38 minutes to complete. Did you know a wish is granted through Make-A-Wish every 38 minutes? Celebrate with us at the finish line as we grant wishes, one step at a time!



Registration and Check-In starts at 7:30 am but the walk is not until 8:45 am. Stony Point Fashion Park is located at 9200 Stony Point Parkway Richmond, VA 23235.

[Click here to be part of the IIAV-Trusted Choice Team!](#)



Please contact Kristina Preisner, [kpreisner@iiv.com](mailto:kpreisner@iiv.com), with any questions.



## Cocktails for a Cause Taking Place on May 11



On Wednesday, *May 11*, IIAV's Young Agents' Committee will be hosting a Cocktails for a Cause Social for Huntington's Disease Society of America at Hardywood Park Brewery in Richmond.

This event will take place from *5:00 p.m. - 7:00 p.m.* You are welcome to stay longer as the brewery is open till 9 p.m.



This event is being held in tribute of Eddie Benson of Saunders & Benson. *A \$10 donation would greatly be appreciated.* All proceeds will be donated to the Huntington's Disease Society of America. Please bring a check made out to Huntington's Disease Society of America.



Friends and family are welcome to attend the event.

[RSVP / REGISTER HERE](#)



## Joe Hudgins Is Getting Roasted & Toasted

We hope you can join us for VAIA's Annual Roast & Toast taking place on May 19, 2016. This year, VAIA will be roasting and toasting Joe Hudgins, CPCU, IIAV. This event will be held at Richmond Marriott Short Pump in Glen Allen, VA.

Cindy Amick, S.L. Nusbaum, will emcee for the evening.

### This year's roaster are:

- Dean Caldwell, *Agent/Producer, Bankers - Augusta Insurance Agency*
- Ken Hein, *Board Chair President, Virginia CE Board*
- Katie Johnson, *Policy Advisor, Virginia Bureau of Insurance*
- George Lyle, *Assistant Deputy Commissioner, Virginia Bureau of Insurance*
- Rebecca Nichols, *Deputy Commissioner, Virginia Bureau of Insurance*
- David Priest, *Chairman, Virginia Commonwealth Corp.*

All proceeds from this event goes to VAIA. Proceeds will allow VAIA to attend career fairs, provide entry level training opportunities, and help place volunteers at local high schools, colleges, and community functions.

Tickets to this event are \$85 per person. This includes appetizers, dinner, and 2 drinks.

### Thank You to Our Sponsors:

#### Silver



#### Bronze



Insurance House





If you are unable to attend the event personally or would like to leave a few words of your own you can make a Program Dedication for \$50, the deadline for this is May 2, 2016.

[REGISTER HERE](#)

If you are interested in being a supporter of this event please contact, Kristina Preisner, [kpreisner@iav.com](mailto:kpreisner@iav.com). Learn more about VAIA at [www.vaia.info](http://www.vaia.info).

[VISIT WEBSITE](#)

*STAY CONNECTED*

