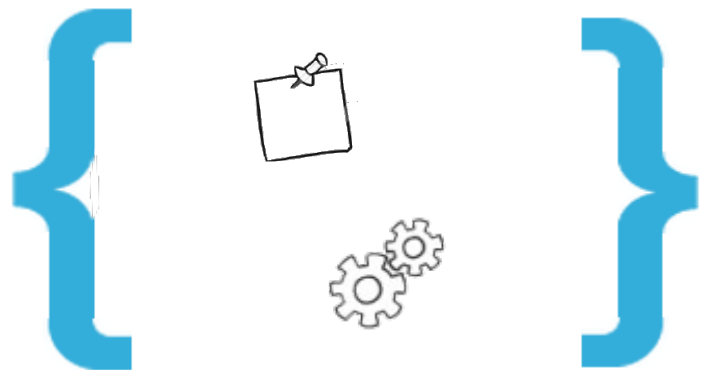




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Contact

Carter Lyons
IIAV Director of Education & Professional Development

JUNE NEWSLETTER

Big 'I' Participates in NFIP Roundtable

by Jen McPhillips

Earlier this month, Rep. Emanuel Cleaver (D-Missouri), Ranking Member of the U.S. House of Representatives Insurance Subcommittee, invited stakeholders interested in the next reauthorization of the NFIP to attend a roundtable discussion in Kansas City, Missouri.

The Big "I" was the only group representing independent insurance agents invited to participate in the meeting. Matt Barton, vice president of government and industry affairs at the Missouri Association of Insurance Agents, represented the association.

The roundtable meeting touched on several NFIP issues, including participant concerns with the NFIP; areas that work well or warrant preservation; suggestions for reauthorization; concerns with the mapping or mapping appeals process; options for expanding the role of the private market; and how to preserve affordability.



Quote of the Month

"A perfect summer day is when the sun is shining, the breeze is blowing, the birds are singing, and the lawn mower is broken."

~James Dent, American author and sportswriter



[READ FULL ARTICLE HERE](#)

How Government Oversight Impacts Clients with Six-Wheel Trucks

by *Tommy Ruke*

Note the intentional wording of the headline: Government oversight of the trucking industry may impact commercial clients you don't consider to be trucking insureds.

Today, a "motor carrier" refers to any business that uses a vehicle with a gross vehicle weight (GVW) of 10,001 or higher-typically a unit with six wheels, or a unit with a trailer-in interstate commerce.

That broad definition means that insuring motor carriers takes a special commitment-one that begins with understanding the motor carrier business and, in particular, how the government is involved in the transportation industry.

[READ FULL ARTICLE](#)

Is the New dotInsurance Domain an Opportunity for Your Agency?

by *Stuart Fuller*

As of today, June 15, the new generic top level domain (gTLD)-what you see to the right of the dot in a website URL, such as ".com" or ".org"-dotInsurance is now available, opening new online real estate to the insurance sector.

The beauty of the dotInsurance string is that in addition to providing a level of security and regulatory scrutiny that is unavailable elsewhere on the web, it also works for everyone, from major global insurance companies to the smallest independent agencies. While large carriers and agencies may seem like an obvious target for dotInsurance, the TLD is available at reasonable rates to organizations and individuals at all levels of the insurance spectrum,

[READ THE FULL ARTICLE](#)

E&O: Meeting The Challenge of The Change Webinar

Learn about agency/ carrier relationships, agent duties, documentation, general causes of E&O claims, who can be involved in E&O claims, agency operations relating to E&O and limiting exposure to data breaches.

CE: 6 OGI

July 19-20, 2016

Time: 9:00 a.m. - 12:00 p.m.

Instructor: Bryant Langham

REGISTER HERE

Fine-Tuning These Skills Can Have a Huge Impact On Your Profit

Join IIAV on August 9 for the following webinar, "Emotional Intelligence". Brandie Hinen with Powerhouse Learning will lead this hour long session. IIAV will be offering two more business related webinars with Brandie. See the dates and topics below.

- **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, Carter Lyons, clyons@iiaav.com with any questions.

Mark Your Calendar to Connect with Other Young Professionals

Sometimes it's not what you know as much as it is who you know. IIAV Young Agents' Committee wants to help you with that! Starting July 14, YAC is hosting FREE networking socials throughout and we hope you will join us! We are teaming up with the young professional groups at the Virginia Society of CPAs (VSCPA), Virginia Bar Association and Virginia Bankers Association for some

of these socials.

All events are very casual (and FREE!) and we encourage you to bring your family and friends!

Roanoke:

July 14, 2016 (5:30-7:30) - Soaring Ridge Brewery

[REGISTER HERE](#)

NOVA - Reston:

July 21, 2016 (5:30-7:30) - Tavern64

[REGISTER HERE](#)

Richmond:

August 11, 2016 (5:30-7:30) -TBD

Virginia Beach/ Hampton Roads:

August 25, 2016 (5:30-7:30) - O'Conner Brewing Company

[REGISTER HERE](#)

NOVA - Tyson's Corner:

September 22, 2016 (5:30-7:30) - TBD

Lynchburg:

October 20, 2016 (5:30-7:30) - TBD

Williamsburg:

November 10, 2016 (5:30-7:30) - TBD

Thank You to Our Sponsors:

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If you are interested in being a sponsor on these events please contact, Carter Lyons, clyons@jiav.com

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