Dear IIAV Young Agent,

April showers have arrived hopefully bringing us some May flowers. While you wait take a moment to catch up on some IIAV and insurance matters.

Why Do Insureds Need D&O Insurance?

by Bill Wilson

It's relatively easy to convince a prospect they need CGL coverage. However, it may be difficult to convince them that they may need other forms of liability insurance such as Directors & Officers, Errors & Omissions, Employment Practices Liability, etc. The problem often involves a lack of understanding between the differences in these coverages and the exposures that trigger them.

Read the full article here.

The Myth of Multi-Tasking

By Steve Anderson

I really do believe that we are not good at multitasking, regardless of what your kids say. If you believe that interruptions or distractions do not reduce your productivity, then this information is really going to amaze you. Let's look at some facts....

Read the full article here.

How to Increase Commissions by 50% 

by Bill Wilson

The #1 factor that distinguishes high from low producer production is goal setting. This article does not address the specific methodologies of goal-setting, but rather demonstrates how the goal-setting process can be used in a practical application. The figure of "50%" used in this illustration is arbitrary...each producer must establish a sales improvement goal that is realistic and attainable for their unique situation.
The Affordable Care White Paper

Independent Insurance Agents and Brokers of America have put together a white paper on The Affordable Care Act. This white paper is designed to help individuals better understand changes that are taking place with health care insurance in America.

This white paper is not intended to provide specific advice about individual legal, business or other questions. It is being provided by Independent Insurance Agents & Brokers of America, Inc. solely as a guide, and is not a recommendation that a particular course of action be followed.

If specific legal or other expert advice is required or desired, the services of an appropriate, competent professional should be sought.

Click here for the white paper.

Last Call for David Priest’s Roast & Toast

Please join Virginia Association of Insurance Agents for an evening of fun while we honor David Priest of Virginia Commonwealth Corporation with a Roast & Toast event.

Date: May 15, 2014
Time: 6:30-9:00 p.m.
Where: Legacy Hall–4301 New Town Ave., Williamsburg

The Details:
Cindy Amick, S.L. Nusbaum Insurance, will emcee this event and the following individuals will do the roasting:

· Ruffin Branham, Markel Corporation
· Brian Guadiose, State Corporation Commission Bureau of Insurance
· Eunice Hucker, Atlantic Specialty Lines
· Marilyn Norman, ResourcePro
· Bob Short, Short Insurance Associates, Ltd.
· George Wynn, Keystone Insurance Group
There will be a full dinner and drinks provided.

**Sponsorship packages** are available for this event. If you would like to leave David a few words of your own you can make a **Program Dedication** for $50. The deadline for this is April 30.

Please contact Kristina Preisner, kpreisner@iiav.com with any questions.

**Thank you to our sponsors:**
**Gold:** Jackson, Sumner & Associates  
**Silver:** Keystone Insurers Group, Virginia Commonwealth Corp.  
**Bronze:** AH&T Insurance, Liberty Mutual, Southern Insurance Company of Virginia

*All proceeds benefit Virginia Association of Insurance Agents. Virginia Association of Insurance Agents is a 501(c)3 non-profit education foundation.*

[Click here to register!](#)

**IIAV’s Annual Convention Right Around the Corner**

Join IIAV for its Annual Convention and Trade Show on June 15-17 at the Boar’s Head in Charlottesville, Virginia.

This event will feature networking opportunities, top notch continuing education programs, and a trade show that should not be missed.

At the convention you will have the chance to take the following courses:
- Bond 101-What Agents Should Know
- Understanding Community Association Insurance and Claims Handling and Processing
- Ethics 101
- 2014 Laws & Regs
- Captives 101-A Risk Financing Tool

For more information on this convention please contact the IIAV, 804-747-9300.

[Click here for more information and to register!](#)