

Young Agents On The Move

IIAV Young Agent Newsletter

January 2015



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Announcements

If you have any announcements please email kpreisner@iiaav.com.

Monthly Quote

"May all your troubles last as long as your New Year's resolutions."

~ Joey Adams, American comedian

Upcoming Classes

- [View Upcoming Classes](#)
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Dear IIAV Young Agent,

Happy New Year! Here's to a wonderful 2015!



Kids Kars...An E&O Time Bomb: Can Your Staff Handle These Types of Scenarios?

by Bill Wilson

Q. "Our agency has a divorced couple living in two separate households. Both are insured by the same insurer on separate policies. The parents have joint custody of a 16-year-old son who is listed as a driver on the mother's policy. The father recently purchased a vehicle for the use of his 16 year old son and we added the son to the father's policy and attempted to remove him from the mother's policy. The insurer will not delete him as a driver from the mother's policy since he lives part-time with her also. We do not feel this is correct that both parents have to be charged for a youthful driver. What do you think?"

[Read the full article here.](#)

The Commoditization of P&C Insurance

by Chris Burand

An article in the Insurance Journal was titled, "Agents react to Walmart, OverStock in Insurance; We aren't Dead or Dying, We are Evolving." The comments presented by agents and experts were clearly heartfelt. Their theme was that P&C, especially all insurance that is not personal auto, is complex when done right. The comments pointed out that many direct writers and these new entities do not explain the complexity. Consumers buying from these entities therefore might not get the coverages and the amount of coverage they truly need. Einstein had a great quote which makes this point well, "Make everything as simple as possible, but not simpler."

[Read the full article here.](#)

President Signs TRIA and NARAB II into Law

by Wyatt Stewart & John Prible

In one of the most consequential legislative victories for the Big "I" in years, President Obama signed into law a bill extending the Terrorism Risk Insurance Act (TRIA) program and establishing the National Association of Registered Agents and Brokers (NARAB II) on Jan. 12.

Sign up for classes and events online at www.iiav.com.

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

Contact

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[Read the full article here.](#)

IIABA Holding Webinar on NARAB II

When: Monday, February 9

Time: 3:00 pm

Location: On your computer

Cost: Free to attend

Big "I" government affairs staff will be conducting a webinar on NARAB II on Monday, February 9 at 3:00 p.m. EST. There is no cost to participate in the webinar; it will be capped at 1,000 participants, and it will be limited to Big "I" members only. This to be the first of what we envision will be a series of webinars on NARAB II as it is implemented over the coming months.

[Register Here!](#)

Next IIAV Young Agent Event: Bowling Night

Have you registered for IIAV's Bowling Night on February 26 from 5:30-7:30 pm at Uptown Alley in Midlothian, VA? This event is hosted by the Young Agents' Committee.

The following will be included with your registration:

- 2 hours of bowling
- Shoe rental
- Pizza, salad, and dessert
- 2 adult beverages
- Billiards
- \$10 game card

You must be 21+ to attend. Friends and family are welcome.

Thank you to our sponsors of this event:

Gold: Progressive

Silver: Loudoun Mutual

[Register here!](#)

Please contact Kristina Preisner, kpreisner@iiav.com, if you are interested in becoming a sponsor.

Thank You for Attending

Thank you to everyone who attended IIAV's "CE for Legislators" Day on January 28. A big

thank you to our sponsors as well; Berkley Mid-Atlantic Group and State Auto Insurance.

Pictures from the event can be seen here:

- **“CE for Legislators” Day:**
<https://www.facebook.com/media/set/?set=a.10153022782255180.1073741853.53319995179&type=1>