

Young Agents On The Move

IIAV Young Agent Newsletter

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Announcements

Congratulations to Denise Perlman, Markel, and her husband, Ben Perlman, on the new addition to their family. Hope Marie Perlman was born on June 14, 2015.

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

Monthly Quote

"How many cares one loses when one decides not to be something but to be someone."

~ Gabrielle "Coco" Chanel, French fashion designer

Dear IIAV Young Agent

Our first summer social is coming up in a few weeks, on July 16 at Soaring Ridge Craft Brewery in Roanoke. Hope those in the area will be able to make it!



Can an Agency Order and Provide Employee MVRs to Employers?

by Bill Wilson

An agency is providing a driving history report (MVR) to a commercial insured for one of their drivers.

Q: "Do you have a standard release form for the driver to sign before we release the MVR to the employer?"

[See the answer here.](#)

Supreme Court Upholds ACA Subsidies

by Wyatt Stewart

On Thursday, June 25, in a 6-3 decision, the Supreme Court ruled to uphold health insurance subsidies for 6.4 million Americans spread across 34 states. The ruling means that those who have purchased their health insurance through the federal exchange will see no change in the subsidies they receive from the federal government.

[Click here for the full article.](#)

Technology to Increase Your Efficiencies Seminar Coming Sept. 18

On Friday, September 18, IIAV's Young Agents' Committee is hosting a Lunch-n-Learn seminar, "Top Technology Tools to Increase Efficiencies for Insurance Professionals" at IIAV in Richmond.

Like any technology, online business tools are constantly changing and in any industry, your competitors are learning how to use these tools to their advantage to increase efficiencies with themselves as business owners and CEOs, as well as with their staff and teams. WKH Solutions will

Upcoming Classes

- [View Upcoming Classes](#)
- [View All Classes](#)

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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present the top technology tools for improving efficiency; how to implement these tools on your smartphone, tablet, or computer; and share techniques for incorporating your staff and family to help centralize communication.

It is \$15 to attend and lunch will be provided. All are welcome to attend.

[Register here!](#)

Please contact Kristina Preisner, kpreisner@iiav.com, or 804-747-9300 with any questions.

IIABA Data Breach Webinar Coming on July 15

Join IIABA on July 15 from 1:00-4:00 pm for “Data Breach, The New Wild West? Cyber Risk Exposures & Insurance”.

In 2014, the number of data breaches was widely publicized including online fraud, identity theft and data breach. Criminal hackers are no longer ‘thrill seekers’, but professional computer experts mostly located outside of the United States. Very few insurance producers have even basic knowledge of the problems and possible solutions. This leaves them unable to discuss with consumers what steps including risk management and insurance coverages need to be pursued.

This webinar will explain first and third party exposures to various cyber risks. It will also review the lack of insurance coverages in current CGL and property policies and the emerging markets for this coverage.

[Click here to register.](#)

Have You Registered for Your Regional Social?

IIAV Young Agents’ Committee is hosting free networking socials throughout Virginia and hopes you will be able to attend. This year we have teamed 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.

Come out for a casual get together and bring your family and friends.

- **Roanoke:**
 - [July 16, 2015 \(5:30-7:30\) - Soaring Ridge Craft Brewery](#)
- **Richmond:**
 - [Aug. 6, 2015 \(5:30-7:30\) - Casa Del Barco 🍷](#)
 - [Feb. 4, 2016 \(5:30-7:30\) - Tobacco Company 🍷](#)
- **Virginia Beach:**

- [Aug. 27, 2015 \(5:30-7:30\) - Yard House](#) *
- **McLean:**
 - [Sept. 3, 2015 \(5:30-7:30\) - Gordon Biersch](#) *
- **Williamsburg:**
 - [Sept. 17 \(5:30-7:30\): Dog Street Pub](#)

* *These are joint networking events between the Virginia Society of CPAs (VSCPA), Virginia Bar Association and Virginia Bankers Association.*

Thank you to our sponsors: JSA, Loudoun Mutual, Progressive, and State Auto

If you have any questions please contact Kristina Preisner, kpreisner@iav.com or 804-747-9300.

Save the Date for IIAV's Young Agents' Conference

IIAV's Young Agents' Conference will take place on October 8-9 at the Downtown Omni in Richmond, VA. This year's event will start off with an E&O Mock Trial with Richard Lund, J.D., Vice President of Corporate Solutions, Westport Insurance Corp. and Doug Palais, Esq., J.D., Vandeventer Black LLP. After lunch, back by popular demand, Ryan Hanley, Digital Marketing Lead, TrustedChoice.com, will present "Stand Out: How to Attract the Modern Insurance Consumer". Following his presentation the trade show will open up for attendees to mingle with a variety of insurance companies and vendors. That evening the 2015 IIAV Young Agent and Young Agent Company Person of the Year will be awarded at the networking dinner.

This is an event you definitely do not want to miss, so get it on your calendar today!

Thank You Our Current Sponsors:

Platinum: Progressive

Gold: JSA, Southern Insurance Company of Virginia, VFSC

Silver: Keystone Insurers Group, Loudon Mutual, State Auto

- [Register here!](#)
- [Nominate the 2015 IIAV Young Agent of the Year here!](#)
- [Nominate the 2015 IIAV Young Agents' Company Person of the Year here!](#)

If you would like to become a sponsor or exhibitor for this event or if you have any questions please contact Kristina Preisner, kpreisner@iav.com.

