Dear IIAV Young Agent,

Welcome to spring. Hope you are ready for some warmer weather and spring time fun!

Administration Extends ACA Marketplace Enrollment Deadline

Consumers interested in signing up for a health plan through the federal online Marketplace now have until April 15 to enroll, as long as the application process is initiated by the March 31, 2014 deadline. The Obama Administration made this announcement this week, marking the latest in a series of similar Affordable Care Act (ACA) delays.

Read the full article here.

Insuring Gift Cards: Commercial Lines

By Bill Wilson

An insured stores activated gift cards worth several million dollars in a warehouse. The commercial property insurer says they’re not covered because they’re “evidences of debt” and the same as currency. Is that true? What about Commercial Crime coverage?

Read the full article here.

Reagan Sales Leadership Study

By Reagan Consulting

Reagan Consulting’s "Leading Sales Organizations: Characteristics and Qualities of Top Performers" outlines the essential elements of effective sales leadership. Those elements include:

- Equipping Producers for Success
- Creating a Culture of Accountability
- 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

Kristina Preisner
IIAV Education Director and VAIA Executive Director

804-747-9300
kpreisner@iiav.com
www.iiav.com

· Recruiting and Developing New Producers

This study is now available for FREE at the link above.

Read the full study here.

Come Out and Support a Great Cause

On Thursday, May 1, IIAV’s Young Agents’ Committee will be hosting Cocktails for a Cause Social at Hardywood Park Brewery in Richmond.

This event will take place from 5:00-7:30 p.m. You are welcome to stay longer as the brewery is open till 9 p.m. and food trucks will be on site that evening.

This event is being held in tribute of Eddie Benson of Saunders & Benson.

It is free to attend but a $10 donation would be greatly 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.

Click here to RSVP for the event.

If you have any questions contact Kristina Preisner, kpreisner@iiav.com.

Do You Have Your Ticket 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 Corp. Commission Bureau of Ins
· 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. It is $85 per person to attend.

Sponsorship packages are available for this event. If you are unable to attend this event personally or 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 24.

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

**Thank you to our sponsors:**
**Silver:** Keystone Insurers Group
**Bronze:** AH&T Insurance

*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!](#)

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**Flood Insurance Bill Signed Into Law**

On March 21, President Barack Obama is expected to sign H.R. 3370, the “Homeowner Flood Insurance Affordability Act of 2014,” into law.

Enactment of this critical effort will mark a tremendous victory for the Big “I.” The Big “I” government affairs team has prepared a [legislative memo](#) (members must be logged in to view) that outlines some of the details of the legislation and how they may affect independent agents, brokers and their clients.

Among other things, H.R. 3370 would repeal both Section 205’s “bought/sold” provision and the entirety of Section 207 of Biggert-Waters. Because these two provisions were responsible for much of the “sticker shock” associated with Biggert-Waters, the new law will provide much-needed relief to flood insureds.

*John Prible is Big “I” vice president of federal government affairs.*