

Young Agents On The Move

IIAV Young Agent Newsletter

March 2015



In This Issue

Upcoming Classes

No More Paper Policies

The CGL and Swimming Pool "Pop-Ups"

Brace Your Clients for New Flood Policy Surcharge

You Are Invited to Judge Parker's Roast & Toast on April 17

Hope to See You at Cocktails for a Cause on May 7

Is Your Agency Interested in a Pre-Licensing Scholarship?

Announcements

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

Monthly Quote

"Act as if what you do makes a difference. It does."

~ William James,
American philosopher and psychologist

Upcoming Classes

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

Dear IIAV Young Agent,

Welcome to spring! Hope you are enjoying the warmer weather and new blooms. Don't forget that IIBA's National Legislative Conference is coming up on April 22-24 in Washington, DC.



Also, thank you to everyone who attended IIAV's Bowling Event on March 18. [Click here for pictures!](#)

No More Paper Policies

by Mele Fuller

There's been movement to eliminate the agent copy of personal lines policies. Most agencies do not receive a physical "agent's" copy of a policy anymore. They receive ACORD standard policy download to maintain current personal lines data in their management systems (although many carriers provide access to the full policy on their agency portals). With personal lines being almost exclusively direct bill, the carrier sends a printed copy of the policy to the policyholder.

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

The CGL and Swimming Pool "Pop-Ups"

by VU Faculty

Q. "We have a plaster and tile company who contracted to clean, re-deck and plaster a 25-year-old pool. After draining the pool, cleaning it, decking, and waiting on tile before applying the plaster, very heavy rains came and the pool raised 6 inches out of the ground. The insurer denied the claim based on the while performing work PD exclusion J.(5). The insured was not on site when the damage occurred and I say he did not have the entire pool in his CCC. Had he been building this pool from the ground up, yes, and builders risk or installation coverage would have been in order. His contract for basically refurbishing an old pool for \$10,000 (pool value \$50,000) with builders risk coverage would have covered only his work and not damage to the existing structure. What are your thoughts?"

[Get the answer here.](#)

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

Brace Your Clients for New Flood Policy Surcharge

by Jacquelyn Connelly

More than a year after President Obama signed into law the Homeowner Flood Insurance Affordability Act of 2014 (HFIAA), FEMA is still working on [implementing changes](#) to the NFIP and flood insurance rates across the country.

Ultimately, HFIAA “slows some of the rate increases mandated by Biggert-Waters, offers relief to some policyholders that experienced high rate increases when Biggert-Waters was implemented and adds additional surcharges and fees,” explains Cassie Masone, vice president of flood operations at Selective Insurance Company of America.

[Read the full article here.](#)

You Are Invited to Judge Parker’s Roast & Toast on April 17

Please join Virginia Association of Insurance Agents for an evening of fun while we honor Judge Parker, Southern Insurance Company of Virginia with a Roast & Toast event.

Date: April 17, 2015

Time: 6:30-9:00 p.m.

Where: Hilton Garden Inn Downtown - 501 E Broad St, Richmond, VA 23219

The Details:

David Priest, Virginia Commonwealth Corporation, will emcee this event and the following individuals will do the roasting:

- Connie Boyd, Southern Insurance Company of Virginia
- Mike Funkhouser, Haun Magruder
- Joe Harrow, Middle Peninsula Insurance Agency
- Joe Jenkins, Hanckel-Citizens Insurance
- Gary Nichols, Winchester Group
- John Watson, Hanckel-Citizens Insurance

A full dinner and drinks will be provided. It is \$85 per person

to attend.

[Click here to register!](#)

Thank you to our sponsors:

Gold: Southern Insurance Company of Virginia

Silver: JSA; Keystone Insurers Group

Bronze: Insurance House

Sponsorship packages are available for this event. If you are unable to attend the event personally or would like to leave Judge a few words of your own you can make a **Program Dedication** for \$50, the deadline for this is April 10.

Hotel: A hotel room block is available at Hilton Garden Inn Downtown for \$129 (plus tax) per night. [Click here for reservations.](#)

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

Virginia Association of Insurance Agents is a 501 (c)3 non-profit education foundation. The mission of VAIA is to provide insurance education and training programs to facilitate insurance literacy and an awareness of career opportunities.

Hope to See You at Cocktails for a Cause on May 7

Come join us on May 7 for our annual Cocktails for a Cause event hosted by IIAV's Young Agents' Committee. This event will take place from 5:00-7:30 pm at Hardywood Park Craft Brewery in Richmond, Virginia. It is being held in tribute of Eddie Benson of Saunders & Benson. All proceeds from this event will be donated to the Huntington's Disease Society of America.

Food trucks will be on site!

Friends and family are welcome to attend the event.

If you would like to make a donation please bring a check made out to Huntington's Disease Society of America.

This event is free to attend. \$10 is the suggested donation.

Please register so we have an accurate count of who is attending.

[Click here to register!](#)

Is Your Agency Interested in a Pre-Licensing

Scholarship?

Virginia Association of Insurance Agents in conjunction with Imperial PFS is offering a scholarship for (1) VAIA Property & Casualty Pre-Licensing course or (1) VAIA Property & Casualty Pre-Licensing Self-Study Package.

Scholarship funding is available for an employee of a member agency of the Independent Insurance Agents of Virginia. There will be two rounds of scholarship offerings in 2015, one in the spring and one in the fall.

Scholarship Guidelines:

- Scholarship funding is available for the cost of (1) VAIA Property & Casualty Pre-licensing course or (1) VAIA Property & Casualty Self-Study Pre-Licensing package for an employee of a member agency of the Independent Insurance Agents of Virginia.
- To be considered for this scholarship the agency principal must complete the application requirements below and return by April 30, 2015 (spring deadline) or September 30, 2015 (fall Deadline).
- Please submit this application no later than 5:00 pm on April 30, 2015 (spring deadline) and September 30, 2015 (fall deadline).
- Scholarship recipients will be notified the last week of May 2015 (spring round) and last week in October 2015 (fall round).
- If awarded a scholarship, it must be used within 18 months of the awarded date.

[Click here to apply online](#) or send scholarship applications to Kristina Preisner, kpreisner@iiv.com or fax to 804-747-6557.

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

Virginia Association of Insurance Agents is a 501 (c)3 non-profit education foundation. The mission of VAIA is to provide insurance education and training programs to facilitate insurance literacy and an awareness of career opportunities.