



Young
AGENTS

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YOUNG AGENTS'
Newsletter

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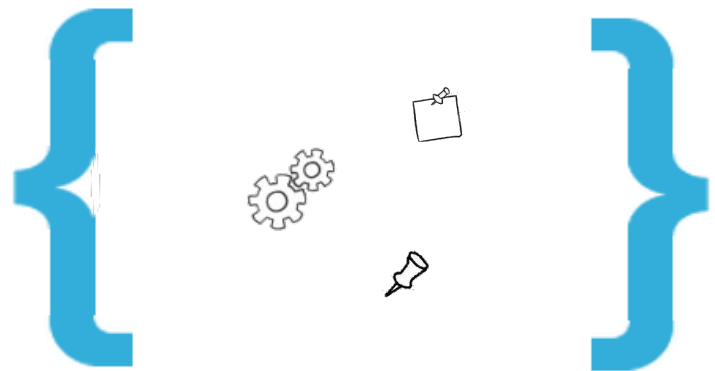
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IIAV April Young Agents' Newsletter:
How Asking Questions Can Up
Your Sales Game

Sen. Schumer Discusses Top 3
Insurance Issues on the Hill

by *Jordan Reabold*

At the Big "I" Legislative Conference Breakfast on April 14, 2016,
Sen. Chuck Schumer (D-New York) addressed insurance-related

information, please call IIAV at 804-747-9300

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Quote of the Month

"A pessimist is one who makes difficulties of his opportunities and an optimist is one who makes opportunities of his difficulties."

~Harry Truman, 33rd U.S. President



legislative initiatives relevant to his home state and the country-"a few areas where we've worked together and need to continue working together," he said.

According to Sen. Schumer, the collaborative effort between independent insurance agents and leaders on the Hill has spanned three key areas:

[READ FULL ARTICLE HERE](#)

How Asking Questions Can Up Your Sales Game

by *Michael Katz*

When it comes to reading books, I give the author 60 pages to convince me to keep reading. At that point, if I don't like it, I give myself permission to put the book down and never look back.

And I have to tell you, it wasn't looking good for Warren Berger's book, "A More Beautiful Question: The Power of Inquiry to Spark Breakthrough Ideas."

Had you stopped me in Starbucks at page 19, I would have predicted he wasn't going to make it. At page 32, as I waited for my son at the train station, I would have told you it didn't look good. Had you tapped me on the shoulder at page 47, as I read a few pages in bed before going to sleep, I would have told you to get out of my house. Then I would have said, "Not a keeper."

[READ FULL ARTICLE HERE](#)

Flood Watch: Top 4 NFIP Changes This Year

by *Jacquelyn Connolly*

If you're an insurance agent, "April" means "flood."

What are the biggest changes affecting your flood insurance clients this year? Here are the top four you need to communicate to clients as they begin taking effect this month.

Learn How To Make The Most Out Of Your Business Relationships

Join IIAV on May 5 for the following webinar, "Making the Most Out of Your Company Relationships". Brandie Hinen with Powerhouse Learning will lead this hour long session. IIAV will be offering three more business related webinars with Brandie. See the dates and topics below.

Announcements

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

- [May 5 \(10:30-11:30 am\) - Making the Most Out of Your Company Relationships](#)
 - Although we hear many cliché's in the industry about trust, and even hear about building on relationship between us and our insurance companies, this how to session will offer practical ideas around identifying best accounts, leaning how to listen if someone is sincere in their interest, sharing some carrier statistics on agency relationship and profitability, and knowing when to follow up and when to let go! **\$15/\$30**
- [August 9 \(10:30-11:30 am\) - Emotional Intelligence](#)
 - Emotional Intelligence is the ability to understand and use emotions in positive ways to help overcome adversity, relieve stress, and diffuse conflict. Learn how to take on the over 22 adversities we face a day better so that you can be more productive in your day. We will talk about identifying the campers, climbers, and quitters in your organization and how to empower others to better performance. **\$15/\$30**
- [October 11 \(10:30-11:30 am\) - Creating a Multi-Generational Workflow](#)
 - As the next generation of workers enter the workforce, a key to ensuring an effective and harmonious work environment is to create an open, collaborative sense of camaraderie, and accountability. In this time of overload and demands, learn how a simple 100 year old principle can transform your organization in less than 30 days! **\$15/\$30**
- [December 6 \(10:30-11:30 am\) - Interview Tips to Find Your Top Hires in 2017](#)
 - Use these tips to hire the right people and get the



answers to questions you seek from potential candidates. You will learn the fundamentals on asking questions to get people to tell you what you need to know in the interview, not just what you want to hear! Learn hiring questions, practices, and powerful business practices that will keep you on task in the training process. Tips will be shared on how to spot red flags to address before they negatively affect your team. **\$15/\$30**

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

Learn About The "The Dumb Things We Do" on May 11

Join IIAVA on May 11 from 1-3 pm for the following webinar, "The Dumb Things We Do" (2 P&C).

We all make mistakes in our understanding, advice, and actions when it comes to insuring the public. These coverage and procedural mistakes become problematic when they adversely impact consumers and businesses, leading to inadequately covered losses and all too often, litigation. This program taps into a file we've accumulated over the past decade of over 500 real-life incidents that imperiled the financial condition of consumers and businesses.

At the conclusion of this webinar, participants should be able to:

- Better understand how to insure and risk manage, competently and ethically, customer accounts.
- Identify common and repetitive sources of mistakes and how to better manage them.
- Initiate improved educational and quality control procedures within agencies and carriers.
- Deal with other parties in a productive and professional manner to improve their performance

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Greater Virginia Make-A-Wish Walk For

Wishes Taking Place April 30

Come walk with IIAV on Saturday April 30, 2016 in support of Make-A-Wish Greater Virginia. Walk-For-Wishes is a fun day of exercise, great food, and camaraderie all while celebrating our special wish children.

This is a community-wide **FREE** event. Walkers of all ages will come together at Stony Point Fashion Park. Family, friends, and four legged friendly pets can come walk as well.

Walk-For-Wishes will start at 8:45 am and should take about 38 minutes to complete. Did you know a wish is granted through Make-A-Wish every 38 minutes? Celebrate with us at the finish line as we grant wishes, one step at a time!

Registration and Check-In starts at 7:30 am but the walk is not until 8:45 am. Stony Point Fashion Park is located at 9200 Stony Point Parkway Richmond, VA 23235.

[Click here to be part of the IIAV-Trusted Choice Team](#)

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

Will You Be At Cocktails For A Cause?

Do not forget to register for the Cocktails for a Cause Social for Huntington's Disease Society of America on May 11 at Hardywood Park Brewery in Richmond.

This event is hosted by the Young Agents' Committee. It will take place from 5:00 p.m. - 7:00 p.m. You are welcome to stay longer as the brewery is open till 9 p.m.

This event is being held in tribute of Eddie Benson of Saunders & Benson. *A \$10 donation would greatly be 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.

[REGISTER HERE](#)



Joe Hudgins Roast & Toast Is Less Than a Month Away

We hope you can join us for **VAIA's Annual Roast & Toast** taking place on *May 19, 2016*. This year, VAIA will be roasting and toasting **Joe Hudgins, CPCU, IIAV**. This event will be held at Richmond Marriott Short Pump in Glen Allen, VA.

Cindy Amick, S.L. Nusbaum, will emcee for the evening.

This year's roaster are:

- Dean Caldwell, *Agent/Producer, Bankers - Augusta Insurance Agency*
- Ken Hein, *Board Chair President, Virginia CE Board*
- Katie Johnson, *Policy Advisor, Virginia Bureau of Insurance*
- George Lyle, *Assistant Deputy Commissioner, Virginia Bureau of Insurance*
- Rebecca Nichols, *Deputy Commissioner, Virginia Bureau of Insurance*
- David Priest, *Chairman, Virginia Commonwealth Corp.*

All proceeds from this event goes to VAIA. Proceeds will allow VAIA to attend career fairs, provide entry level training opportunities, and help place volunteers at local high schools, colleges, and community functions.

Tickets to this event are \$85 per person. This includes appetizers, dinner, and 2 drinks.

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If you are unable to attend the event personally or would like to leave a few words of your own you can make a Program Dedication for \$50, the deadline for this is May 2, 2016.

If you are interested in being a supporter of this event please contact, Kristina Preisner, kpreisner@iav.com. Learn more about VAIA at www.vaia.info.

[REGISTER HERE](#)

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.

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