



Young
AGENTS

ON THE MOVE

YOUNG AGENTS'
Newsletter

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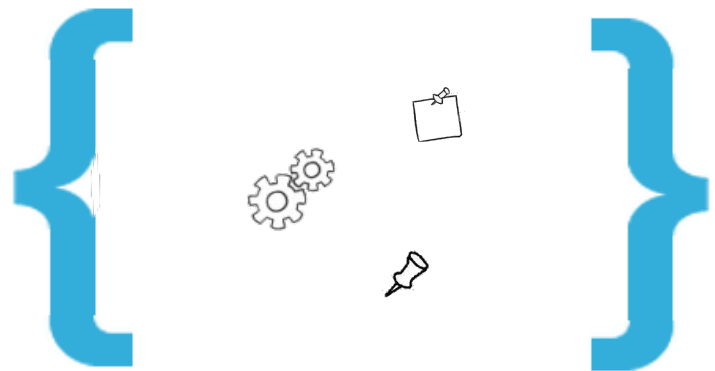
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**Register for an
Upcoming Class**

VIEW UPCOMING 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

**IIAV March Young Agents' Newsletter:
Outsmarting Smart Technology**

- Top 3 IoT Trends Affecting Insurance -

**Why City Resilience Matters for
Businesses Like Yours**

by Jacquelyn Connelly

Between 2015 and 2025, a total of \$4.6 trillion of 301 major cities' projected gross domestic product is at risk from 18 manmade and natural threats, according to the new Lloyd's City Risk Index.

Contact

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Volunteer Your Time

IIAV's non-profit Virginia Association of Insurance Agents continues to work with local high school, colleges, and universities to promote insurance literacy and career options within the industry. Here are some upcoming volunteer opportunities:

- **March 31** - Old Dominion University (ODU) Career Fair in Norfolk

Please email Kristina Preisner, kpreisner@iiav.com, if you are able to help out.

During a keynote address at the Pathways to City Resilience Forum in Washington, D.C. late last month, Judge Alice Hill, special assistant to the president and senior director for resilience policy at National Security Council, White House, pointed out that "it's not just natural hazards that pose these risks."

[READ FULL ARTICLE HERE](#)

Outsmarting Smart Technology: Top 3 IoT Trends Affecting Insurance

by Jordan Reabold

The Internet of Things (IoT) is a web of connected people and devices that, simply put, quantifies life. Kevin Ashton, known as the father of the IoT, calls it "a standardized way for computers to understand the world." This includes anything from soccer balls that measure skills to security systems that use your cardiac rhythm to validate identity.

It's a trend that has the potential to tremendously mitigate your clients' risks-and in some cases, reduce the need for insurance altogether.

[READ FULL ARTICLE HERE](#)

Ethics Awareness Month: How to Get Rid of Dishonest Customers

by Bill Wilson

What trend influences all others in how your agency will do business in the coming years? Look down at your phone.

It's all about mobile.

In 2015, the Strategic Future Issues Work Group of the Agents Council for Technology (ACT) began the process of reviewing, evaluating and updating its 2013 hard tech trends to reflect the major technological developments that will impact the



Quote of the Month

"While the spirit of neighborliness was important on the frontier because neighbors were so few, it is even more important now because our neighbors are so many."

~ *Lady Bird Johnson, First Lady of the United States to the 36th President of the United States*

Announcements

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



insurance industry over the next few years.

[READ FULL ARTICLE](#)

"Pollution...You're Not Properly Insuring It"

- Webinar Taking Place in April -

On April 20, join IIABA from 1-3 pm for the following webinar, "Pollution...You're Not Properly Insuring It" (2 P&C).

This webinar identifies why "pollution" exposures go far beyond what you might think of in terms of hazardous materials, with the most common pollutants being fungus/mold/bacteria. An overview of standard CGL and commercial property exclusions is provided then an in-depth review of frequently overlooked F/M/B exposures. Included are several real-life claim studies. The program concludes by examining the importance of recognizing the exposures and choosing the appropriate environmental insurance product.

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

- Recognize the "pollution" coverage gaps in many policies.
- Understand the need and type of environmental coverage for different insureds.
- Assist businesses in properly protecting.
- Minimize the agency E&O exposure.

[REGISTER HERE](#)

Cocktails for a Cause Taking Place on May 11

On Wednesday, *May 11*, IIAV's Young Agents' Committee will be hosting a Cocktails for a Cause Social for Huntington's Disease Society of America at Hardywood Park Brewery in Richmond.

This event 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.

[RSVP / REGISTER HERE](#)



insurEXPO16 - Will You Be There?

insurEXPO16 is right around the corner and we hope you will be joining us. It will take place April 25-26 at the Richmond Marriott Downtown in Richmond, VA.

Our trade show is sold out, we have an awesome speaker lineup, and there will be plenty of time for networking.

Bobby Reagan, Reagan Consulting, will kick off the event with a seminar on ***Industry Trends, Characteristics, and Qualities of the Top Performers*** (2 OGI). He will also be doing a presentation on ***Finding and Developing the Right Producers*** (No CE).

Dave Tralka, InsurBanc, is doing a two session on ***Acquisitions and Perpetuation***. Each class will get you 1 OGI credit.

Wayne Slough, VCU, will be discussing how to use technology to better serve your clients during ***Unplug! What Customers Want!***

The event will finish with John Martin, Southeastern Institute of Research, discussing ***The Future of Virginia's Insurance Industry***.

JSA will once again be filming this event.

[GET MORE INFO / REGISTER HERE](#)



Joe Hudgins Is Getting Roasted & Toasted

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 roster are:

- Dean Caldwell, *Bankers - Augusta Insurance*
- Ken Hein, *Virginia C.E. Board*
- Katie Johnson, *Virginia Bureau of Insurance*
- George Lyle, *Virginia Bureau of Insurance*
- Rebecca Nichols, *Virginia Bureau of Insurance*
- David Priest, *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.



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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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