

Young Agents On The Move

IIAV Young Agent Newsletter

February 2015



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

Monthly Quote

"Part of the issue of achievement is to be able to set realistic goals, but that's one of the hardest things to do because you don't always know exactly where you're going, and you shouldn't."

~ George Lucas, American film director

Upcoming Classes

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

Dear IIAV Young Agent,

Hope everyone is making it through the cold and snow. The countdown to spring has begun!



Update on NARAB II & TRIA

NARAB II

IIABA has begun to receive questions about the new [NARAB II](#) law and its impact on countrywide agent licensing. According to its Government Affairs department, NARAB II will not be up and running for quite some time (board needs to be appointed, bylaws drafted, private funding obtained, etc.). IIABA suggests that you read the information put out by your state Big "I" association and/or our [national publications](#) such as our Insurance News & Views (IN&V) email newsletter and/or the VU email newsletter. In the meantime, a [Big I Member Guide on NARAB II](#) can be downloaded from our main website.

TRIA

The U.S. Department of the Treasury announced it has started implementing the Terrorism Risk Insurance Program Reauthorization Act of 2015, which was [signed into law](#) on Jan. 12.

Specifically, the Treasury's Federal Insurance Office (FIO) released [interim guidance](#) addressing the immediate application of the Terrorism Risk Insurance Program regulations in light of the Reauthorization Act. It is important to note that this guidance does not address whether the program is retroactive to Jan. 1, 2015.

A copy of the interim guidance document is available on the [program's website](#). FIO has also posted [additional information online](#) in a section of the Treasury website dedicated specifically to the updated terrorism insurance law.

[Click here](#) for more "From the Editor."

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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A New Twist in the Evolution of Carpooling...BlaBlaCar

by Bill Wilson

The U.S. has seen an explosion in what is often referred to as the emerging “sharing economy” or “collaborative consumption.” In an increasingly “connected” society where most people have access to mobile communication devices, peer-to-peer services are springing up, based on mobile apps that consumers can use to access transportation services that historically have either not existed or were controlled by often highly regulated business or government entities.

[Read the full article here.](#)

New ISO BOP Cyber Filing

by VU Faculty

ISO has introduced three new cyber endorsements for its BOP program effective March 1, 2015 in most jurisdictions:

- BP 15 07 – Information Security Protection Endorsement
- BP 15 08 – Payment Card Industry (PCI) – Provide Coverage For Defense Expenses And Fines Or Penalties Endorsement
- BP 15 10 – Provide Coverage For Dishonest, Malicious Or Fraudulent Acts Committed By Employees Endorsement

IIAV Bowling Night Is This Thursday

IIAV’s Bowling Night is on February 26 from 5:30-7:30 pm at Uptown Alley in Midlothian, VA. This event is hosted by the Young Agents’ Committee.

The following will be included with your registration:

- 2 hours of bowling
- Shoe rental
- Pizza, salad, and dessert
- 2 adult beverages
- Billiards

- \$10 game card

You must be 21+ to attend. Friends and family are welcome.

Thank you to our sponsors of this event:

Gold: Progressive

Silver: JSA and Loudoun Mutual

[Register here!](#)

Please contact Kristina Preisner, kpreisner@iav.com, if you are interested in becoming a sponsor.

VCU RISC Conference Takes Place on March 10

On Tuesday, March 10, 2015, the VCU RISC Conference will take place at the VCU School of Business in Richmond, VA. The 2015 RISC Trends Conference speakers and panelists will address the meaning of brand; an organization's reputational risk exposures; and how to address these through proactive utilization of various risk management techniques. Great insight will be provided for this emerging risk.

This year's event is approved for a total of 5 CE credits; 3 P&C credits for the morning session and 2 Laws & Regs credits for the afternoon session!

This conference features:

Who Needs a Brand?

- Helayne Spivak, director of the VCU Brandcenter and former award-winning chief creative officer of Young and Rubicam, NY; Ammirati Puris Lintas; JWT; and Saatchi Wellness

Keynote: Protecting the Brand

- Nir Kossovsky, chief executive officer of Steel City RE, and author of *Reputation, Stock Price and You: Why the market rewards some companies and punishes others*

Networking Break

A Panel Discussion Dealing with the Challenges Facing the Brand

- Jeanmarie Giordano, chief underwriting office for the US and Canada for the Professional Liability Division of AIG Financial Lines
- Scott Kessler, senior manager, Risk Management at Altria
- Chandra Seymour, senior vice president of Reputational Risk & Crisis Management, Resiliency and Response at Marsh Risk Consulting

Lunch

Ethics Session

- Robert Bradshaw, president and CEO, Independent Insurance Agents of VA

The entire day's events are included in your registration fee of \$125.

[Register here now!](#)

Scholarships Available for Big "I" Legislative Conference

Grassroots Scholarships

The grassroots scholarship provides financial assistance to Big "I" members that can be used for travel and/or accommodations to participate in the national Big "I" Legislative Conference April 22-25, 2015.

Scholarship recipients are typically key agent contacts, first-time attendees, young agents or individuals who have shown an extraordinary interest in the association's grassroots and policy initiatives throughout the past year. All recipients are expected to attend "Hill Day" on Thursday, April 23rd, to meet with their federal legislators.

Today, it is more important than ever for agents to be engaged in the legislative and political process. With the first session of the 114th Congress gearing up, it will be critical for Big "I" agents to meet with and educate members on important insurance-related issues.

The Big "I" strongly encourages members to nominate worthy agents for this generous scholarship. Applications can be e-mailed to IIABAGrassroots@iiaba.net or faxed to 202-863-7015. All applications are due by close of business on Friday, March 20, 2015.

 [GR Scholarship Application 2015.pdf](#)

Young Agents

The Big "I" national Young Agents Committee offers two different scholarships to help young agents attend the Big "I" Legislative Conference.

Each state is eligible for up to two \$500 scholarships to assist first-time young agent attendees. State association staff chooses the recipients and must notify national of their selection by submitting one application for each recipient on or before March 13, 2015. Please email Kristina Preisner, kpreisner@iiv.com about these scholarships.

First-time young agent attendees may also apply for the Maurice Herndon Scholarship. This \$1,000 scholarship is presented to one individual in honor of Maurice Herndon, who spearheaded many of the grassroots initiatives that make the Big "I" who we are today.

The deadline for the essay award is March 13, 2015. For questions on the scholarships or the national young agents program, contact Susie Bonner, IOM, CAE at susan.bonner@iiaba.net .