

Young Agents On The Move

IIAV Young Agent Newsletter

May 2015



In This Issue

Upcoming Classes

ISO Files New PAP “Car Sharing” Endorsements

Where to Find Special Events Business—and How to Manage It

Climbing the Ladder from Producer to Principal

IIAV to Offer Free Biggert Waters Update Webinar

Joint Networking Socials Starting This Summer

Thank You for Attending Cocktails for a Cause

Announcements

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

Monthly Quote

“Patience is also a form of action.”

~ Auguste Rodin, French sculptor

Upcoming Classes

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

Sign up for classes and events online at www.iiv.com.

Dear IIAV Young Agent,

Only a few more weeks till IIAV’s Annual Convention on June 21-23 in Virginia Beach. Hopefully, you will be able to join us for the whole event. If not though, you can still come for the Young Agents’ pizza lunch, trade show, or game night on Monday.



ISO Files New PAP “Car Sharing” Endorsements

by Bill Wilson

ISO has made two countrywide filings in response to the increasing use of Transportation Network Companies (TNCs) such as Uber and Lyft by PAP and PUP insureds driving for these organizations:

PAP Forms Filing PP-2015-OTNFR

“Introduction of a Reinforced Public or Livery Conveyance Exclusion and Related Optional Coverage Endorsements”

PP 23 40 10 15 – Public Or Livery Conveyance Exclusion Endorsement

PP 23 41 10 15 – Transportation Network Driver Coverage (No Passenger)

PP 23 45 10 15 – Limited Transportation Network Driver Coverage (No Passenger)

PUP Forms Filing DL-2015-OTNFR

“Introduction of a Reinforced Public or Livery Conveyance Exclusion”

DL 99 12 10 15 – Personal Umbrella Liability Policy Public Or Livery Conveyance Exclusion Endorsement

Each forms filing also has a companion rules filing and the proposed countrywide effective date for these changes is October 1, 2015, though the actual implementation date could vary in specific states.

The Personal Umbrella Policy (PUP) endorsement follows the reinforced Personal Auto Policy (PAP) “public or livery conveyance” exclusion introduced with the PP 23 40 PAP endorsement. There are apparently no options at this time to extend even limited coverage under ISO’s PUP to TNC

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@iav.com
www.iav.com

drivers. This article focuses on the three PAP endorsements.

[View the full article here](#)

Where to Find Special Events Business—and How to Manage It

by Jacquelyn Connelly

As pricing for smaller-scale special events holds steady and large-scale events get even larger, the special events insurance market presents serious opportunities for independent agencies.

[View the full article here](#)

Climbing the Ladder from Producer to Principal

by Jacquelyn Connelly

According to the 2014 Future One Agency Universe Study, 11% of independent agencies plan to perpetuate by selling the current principal's interest to a non-principal employee.

It's a big opportunity for young agents and new producers who have their eye on playing a more significant role in the agency's future. But how does the process work? And what's standing in the way of success on both sides?

[View the full article here](#)

IIAV to Offer Free Biggert Waters Update Webinars

Did you know there have been modifications made to the National Flood Insurance Program that affect your client's premiums? On April 1, 2015 new flood insurance rates and charges went into effect.

IIAV is offering two free webinars on June 9, 2015 for its members to better understand the changes that took place.

There are two time slots to choose from:

- June 9 (12:30-1:00): Biggert Waters April 2015 Update-What These Changes Mean?
- June 9 (3:30-4:00): Biggert Waters April 2015 Update-What These Changes Mean?

[Register here](#)

Joint Networking Socials Starting This Summer

IIAV Young Agents' Committee is hosting free networking socials throughout Virginia and hopes you will be able to attend. This year we have teamed up with the young professional groups at the Virginia Society of CPAs (VSCPA), Virginia Bar Association and Virginia Bankers Association for some of these socials.

Come out for a casual get together and bring your family and friends.

- **Roanoke:**
 - [July 16, 2015 \(5:30-7:30\) - Soaring Ridge Craft Brewery](#)
- **Richmond:**
 - [Aug. 6, 2015 \(5:30-7:30\) - Casa Del Barco](#) *
 - [Feb. 4, 2016 \(5:30-7:30\) - Tobacco Company](#) *
- **Virginia Beach:**
 - [Aug. 27, 2015 \(5:30-7:30\) - Yard House](#) *
- **McLean:**
 - [Sept. 3, 2015 \(5:30-7:30\) - Gordon Biersch](#) *

* *These are joint networking events between the Virginia Society of CPAs (VSCPA), Virginia Bar Association and Virginia Bankers Association.*

Thank you to our sponsors: JSA, Loudoun Mutual, Progressive, and State Auto.

Thank You for Attending Cocktails for a Cause

Thank you to everyone who attended IIAV's Cocktails for a Cause event to support Huntington's Disease Society of America on May 7, at Hardywood Park Brewery in Richmond. IIAV's Young Agents' Committee hosted this event in tribute for Eddie Benson of Saunders & Benson.

We had our largest turn out to date with over 80 people in attendance and raised \$1100 for Huntington's Disease Society of America.

[View the photos here](#)