



**Young
AGENTS**

ON THE MOVE

YOUNG AGENTS'
Newsletter

November 19, 2015 - In This Issue:

Navigating Coverage for Uber and Lyft Drivers

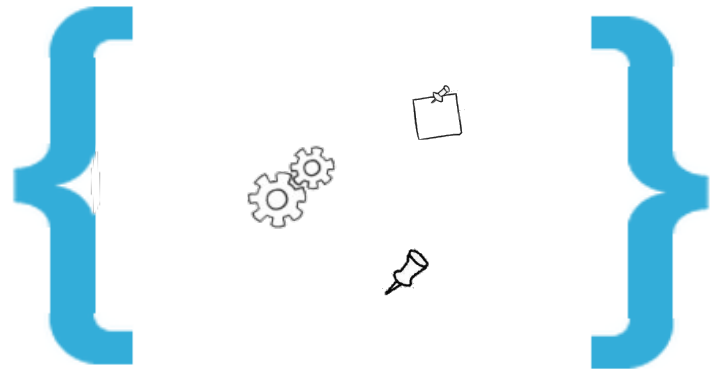
Teach First to Sell More Later

Why Team Selling Works for Millennial Salespeople

On-Demand New Hire Training

IIAV Holiday Social

Cyber Liability Webinar



**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
804-747-9300

**IIAV November Young Agents'
Newsletter:**

Teach First to Sell More Later

**Navigating Coverage for Uber and
Lyft Drivers**

by Jeff de Turris

The world is becoming more connected in the digital
age. Suddenly, almost everything is about sharing.

Contact

Kristina Preisner

IIAV Education Director and VAIA
Executive Director

804-747-9300

kpreisner@iiav.com

www.iiav.com



Quote of the Month

"Freedom begins between the ears."

~ *Edward Abbey, American author
and essayist*

Announcements

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



Not only are ride- and home-sharing services wildly popular, but on-demand deliveries of meals and packages as well as sharing of tools, clothing and even bathroom facilities when a portable toilet is unappealing are becoming ever more available.

The new message to the consumer seems to be, "Why buy and maintain when you can rent without responsibility?"

[READ FULL ARTICLE HERE](#)

Teach First to Sell More Later

by Brent Kelly

Attention insurance agents: Your prospects and customers don't care about a website or brochure filled with your company and product information.

Consumers today are smarter than ever before. Obtaining new information is easy and fast: In seconds, they can pull out their smartphone and find the answer to any question. These new, savvy consumers aren't interested in your company's history, features or sales pitch.

So what do they want? And how can you really help?

[READ FULL ARTICLE](#)

Why Team Selling Works for Millennial Salespeople

by Morgan Smith

New producers hired in their 20s report 15% greater success when welcomed into team-based sales



cultures, according to Reagan Consulting's "Producer Recruiting & Development" survey.

What contributes to the correlation between age and team selling?

"Team selling goes hand in hand with new producer development," says Dan Horton, vice president of Horton Risk Advisory Solutions. "We didn't start team selling just because we decided we liked working in teams; we started it out of development necessity."



[READ FULL ARTICLE](#)



On-Demand New Hire Training Now Available Through IIAV

Getting a new hire up and running can be a daunting task especially when it comes to training. IIAV has partnered with New Level Partners to offer on-demand entry level training for new hires as well as individuals who are transitioning into a new role in an agency or company.



There are four different series available:

[Commercial Insurance Curriculum](#)

- The **Commercial Lines Coverage Basics™** curriculum addresses key insurance topics, core coverages and risk management. This curriculum is an ideal learning experience for new staff (sales, service, underwriting or administrative) and includes 'knowledge checkpoints' to support concept acquisition and retention. The **Commercial Coverage Challenge** is also included in this series. **\$275 pp**



[Personal Insurance Curriculum](#)





- The **Personal Lines Coverage Basics™** curriculum addresses key insurance topics and core coverages. The curriculum includes 'knowledge checkpoints' to ensure the acquisition and retention of key concepts. **\$125 pp**

Essentials for CSRs and Account Managers

- The **Essentials for CSRs and Account Managers** online curriculum includes Business Skills courses (topics include Establishing Credibility, Communication Skills, Business Writing, Negotiation Skills, Customer and Relationship Management and Agency Errors and Omissions Prevention). **\$175 pp**

Manager's Series

- The **Manager's Series** contains courses helpful to both new supervisors and experienced managers. The Recruiting and Hiring Series contains three modules with step by step guidelines for recruiting talent. HR Essentials™ such as Human Resources Risk Management for your Firm, Employee Retention and Performance Management are topics required for every manager guiding a team or running an office today. **\$399 pp**

On average, each course within a curriculum is 30-40 minutes in length. Purchase grants 4-Month Access per individual to the selected curriculum. No curriculum or knowledge checkpoint is designed for use as a pre-employment test. In addition, the curriculums and materials have not been submitted for Continuing Education credits in any jurisdiction.

Please contact Kristina Preisner, kpreisner@iiaav.com or 804-747-9300, with any questions.

Are You Registered for IIAV's Holiday Social?

Come celebrate the holidays with IIAV on December



3 from 5:30-7:30 pm. This event is hosted by the IIAV Young Agents' Committee as a way to celebrate the holiday season and to show gratitude to the companies who have partnered with them on events throughout the year.

The social is open to all IIAV members and their guests. There will be appetizers, tasty beverages, music and lots of fun. Friends and family are encouraged to attend. It is \$10 pp to attend.

This year we are collecting unwrapped children's gifts for Trevor's Treasures.

REGISTER HERE

Cyber Liability Webinar Taking Place in December

Have questions on protecting your agency or your clients when it comes to cyber liability?

Then you will not want to miss this 3-part webinar series IIAV is hosting "**Cyber Liability - Protecting Your Insureds, Protecting Your Agency**" on Dec 3, 10, and 17, from 1:00-3:00 pm.

George Robertson, IIANC Automation Technology Specialist, and Vince Sorgi, CIC, AAI, AIS, will discuss:

- Cyber exposures
- Data breaches
- How information is stolen
- Legal fundamentals
- What happens if a data breach occurs
- How to protect your business
- Insurance coverages available

The cost of the webinar is \$105 for IIAV members and

\$135 for non-members.

[REGISTER HERE](#)

[VISIT WEBSITE](#)

STAY CONNECTED

