

MEMBERSHIP BENEFITS



The Value of Your Memberships

For over 125 years, IIAV has been Virginia's largest and most active insurance trade organization. We are the unrelenting advocates for independent insurance agents—providing education, resources, legislative support, and tools to help your agency thrive.

Membership at a Glance

AGENCY RESOURCES & MARKETING

- “Ask an Expert” service
- Best Practices resources
- Technology tools & cybersecurity guidance (through ACT)
- HR resources, assessments, and staffing solutions
- Trusted Choice® national brand & marketing reimbursement program
- SEO & lead generation via TrustedChoice.com
- Content and social media support

EDUCATION & EVENTS

- Continuing Education courses
- Webinars and online training
- Professional designations
- Pre-licensing and exam prep support
- Free Pre-Licensing for Veterans & Spouses
- Annual Convention & Tradeshow
- Young Agents Conference
- Day on the Hill
- Sponsorship & Exhibitor Opportunities

ADVOCACY

- Answers to legislative matters and regulatory questions
- Legislative bulletins and updates
- Government Affairs & Relations
- Active Presence in Support of Insurance Legislation
- InsurPAC

Big "I" Benefits

Business Development

- Big "I" Hires
- Alliance Blue: Niche & hard-to-place risks
- Big "I" Flood Programs
- Blue Plus vendor Discounts
- Risk Management resources
- TrustedChoice.com consumer visibility
- National Endorsed E&O

Connection

- National Legislative conference & leadership opportunities
- Agents Council for Technology (ACT)
- National Legislative Conference
- National Young Agents community
- Virtual University (18,000+ pages of content)

More Big "I" resources at www.independentagent.com

Learn more at



www.iiav.com

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Products & Services

FIND A MARKET: Market requests are sent to all participating Associate and Managing General Agency members for immediate response.

NEED AN AGENT: We seek out potential clients for you!

CAREER BOARD: Looking to hire? Post job opportunities and find job seekers.

INSURBANC: Agency valuation, lending solutions for next generation growth and purchasing

AGENCY BUY/SELL: Providing a list of agencies that want to sell or buy businesses and agencies

Insurance Products

IIAV members have access to **Virginia Financial Services Corporation (VFSC)**, IIAV's for-profit member program.

COVERAGE FOR AGENCIES:

- Comprehensive Errors & Omissions.
- Endorsed Cyber Liability.
- Agency Umbrella.
- Employment Practices Liability Ins (EPLI).
- E&O Seminars which provide up to a 15% premium discount



COVERAGE FOR CLIENTS:

- **RLI** - Ability to write Home-Based businesses and Personal Umbrellas.
- Personal excess for higher-risk drivers.
- **Big "I" Markets** - Online market access program for specialty insurance products.
- **Flood** - Selective National Flood Program - Competitive Commissions.

Committees

Convention, Legislative, Young Agents, and Education and Professional Development