



Big I Virginia E-News

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Local Presence. Regional Strength.



Penn National Insurance is small enough to provide personal, caring interactions, but large enough to serve you and your policyholders with the same sophistication and product offering of the largest carriers. We back our promise to help people feel secure and make life better when bad things happen with our strong financial position, and we remain committed to distributing our products and services through independent agencies.

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Welcome to Our New Members!

New Agency Members

- Jezaj Enterprise LLC – Fairfax, VA
- Commonwealth Insurance Agency – Ruckersville, VA
- Southern Integrity Underwriters Inc – Henrico, VA

STATE & NATIONAL NEWS

SCC Updates

Stay up to date on the State Corporation Commission changes. Administrative Letter [AL 2025-01](#) has been added.

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FOOD FOR THOUGHT

Questions About an Insurance Company's Financial Strength?

Some ways to determine the financial strength of an insurance company is to evaluate ratings from independent rating agencies, analyze financial reports, and consider industry benchmarks.

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Does Your Agency Website Offer Flood Quoting?



Selective's self-service flood quoting tool, QuoteltNow, allows you to maintain your personal touch with our mutual customers while empowering them to start the flood quote process at their convenience — giving you more time to focus on building relationships.

Photo by Chris Gallagher on Unsplash

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6 Ways to Boost Client Retention With a Renewal and Remarketing Plan

IA Magazine

In the hard market, client retention is more important than ever for independent insurance agencies. However, retaining clients can be challenging when faced with carriers withdrawing from markets, steep rate increases, and an onslaught of remarketing requests from customers.

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7 Tips for Agents to Avoid E&O Claims Following a Natural Disaster



In 2024, the U.S experienced 27 weather and climate disasters that caused at least \$1 billion in damages, according to the National Oceanic and Atmospheric Administration (NOAA), placing 2024 as the fourth-costliest year on record. These billion-dollar disasters included drought, flooding, several severe storm events, such as tropical cyclone events, winter storms, and one wildfire.

Photo by Egor Vikhrev on Unsplash

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New Insurance Coverage Checklists on E&O Guardian



The new checklists cover business income, business owners policies, commercial property, contractual review and workers compensation. Members can access the checklists by logging in with their Big 'I'

credentials.

[Learn More](#)

Is It an Auto or Is It Mobile Equipment?

One of the most debated commercial lines issues is whether or not a vehicle is an "auto" or "mobile equipment." When you carefully read the policy definitions, it's amazing how many vehicles fit the definition of "mobile equipment," even vehicles licensed and used on public highways. In fact, it's possible that a vehicle could be an "auto" under one set of circumstances and "mobile equipment" under another. In this article, we'll look at an example of this debate.

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IIAV NEWS

2025 IIAV Annual Awards Nominations

IIAV Golden Eagle Award

The IIAV Agent of the Year "Golden Eagle Award" recognizes the outstanding contributions of an agency member. Nominations may be made by any IIAV member on the basis of an individual's industry/professional contributions, association involvement, continued growth, agency achievements, and community activities.

IIAV Company Person of the Year Award

IIAV Company Person of the Year Award was established to recognize the outstanding contributions of a company representative. Nominations may be made by any IIAV member for an individual who has demonstrated professionalism in the insurance business, excellence in public relations, and fostering agent-company relations.

NOMINATIONS DUE BY MAY 25

Send your name and the name of the nominee, with a brief description as to why your nominee deserves an award, to Sara Armor: sarmor@iiaav.com.

Winners will be announced and presented at the IIAV Annual Convention on June 24, at the Virginia Beach Oceanfront Marriott.

Elephant Insurance Drives Growth in Virginia with Commitment to IIAV

Collaboration underscores Elephant's commitment to supporting independent agents and enhancing the insurance landscape in Virginia

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On Point Podcast

InsurBanc president David Tralka recently spoke with Peter van Aartrijk in a recent On-Point podcast. Dave takes this opportunity to discuss agency opportunities, long-term growth and leveraging debt for acquisitions, producer growth and technology. Don't forget you can see David Tralka at the IIAV 2025 Convention & Trade Show. Learn more below, or [register now!](#)

Making Life Better



At Penn National Insurance, we're on a mission to help people feel secure and make life better when bad things happen. For over 106 years, we've been a trusted partner to individuals, families and businesses because we are a mutual insurance company where service and support for our policyholders are at the heart of everything we do. We are committed to the independent agency system. Thank you for placing your trust in us.

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UPCOMING EVENTS

IIAV 2025 Convention and Tradeshow



This year's theme is "Navigating the Waters of Insurance in a Changing World." Join IIAV for 3 days of insurance industry insights, networking and fun! We look forward to seeing you in Virginia Beach from June

22–24, 2025!

[Register Now](#)

IIAV Courses

May 8, 2025	E&O Risk Management: Coverage Essentials: Business Income (#227933)	Register
May 19-21, 2025	Property & Casualty Pre-Licensing	Register
June 9, 2025	VA BOI and the VA Insurance Regulations (#225697)	Register
June 10, 2025	E&O Risk Management: Coverage Essentials: Certificates of Insurance (COIs) and Evidences of Commercial Property Insurance (ECPIs) (#227934)	Register



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