



Big I Virginia E-News

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February 2026

IIAV NEWS

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TO REGISTER

The Independent Insurance Agents of Virginia & Maryland
CONVENTION & TRADESHOW
Navigating the Changing Tides: Charting Insurance for a New Horizon
June 28 - 30, 2026

The Annual Convention & Tradeshow is a three-day experience designed for Insurance Agents and Industry Professionals who want to stay ahead in a rapidly evolving marketplace. Attendees will gain fresh insights from respected industry leaders, explore emerging trends, and connect directly with carrier and vendor partners.

Held in beautiful Virginia Beach, June 28 –30, 2026, this event blends high-value education with networking opportunities and a vibrant, welcoming atmosphere.

- Networking and Connections
- Gain Industry Insights
- AI Strategies for You and Your Agency

Dates: June 28 - 30, 2026

Location: The Marriott Resort Virginia Beach Oceanfront | 4201 Atlantic Ave, Virginia Beach, VA 23451

[2026 Convention Attendee Brochure.pdf](#)

[REGISTER NOW](#)

IIAV New Members – February

AGENCY:

- Commonwealth Risk Advisors, LLC, Blackstone, VA

Sponsor & Exhibitors

MEET THE AGENTS THAT HELP YOU MEET YOUR GOALS!

- 95% of agency attendees are **decision-makers**
- Independent agencies represent over **80% of the commercial market and 40% of the residential market** in Virginia
- IIAV Engages over **5,000 agency professionals** for membership
- On average, over **200 insurance agents attend**
- **75 Tradeshow booths** are available

[2026 Convention Sponsor & Exhibitor Brochure](#)

Your Business is Our Business ®



Berkshire Hathaway GUARD Insurance Companies is backed by the financial strength of our ultimate parent, Berkshire Hathaway, Inc. In Virginia, we offer a full product suite for your commercial clients that includes a Businessowner's Policy, Commercial Auto, Commercial Umbrella, and Workers' Compensation. "Pay-as-you-go" billing options are also featured.

[Learn More](#)

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Agency Budgeting: Turning Numbers Into Better Decisions

Source: February 2, 2026 | Agency Focus

For many independent insurance agencies, budgeting feels like something they are supposed to do rather than something they actively use. When built and used correctly, a budget is not a constraint. It is a practical tool that brings clarity for business decisions for revenue growth, staffing, and overall profitability.

When budgeting is missing or poorly constructed, agency owners often feel reactive. Money goes out the door, but it is unclear where it is being spent, whether those dollars are being used effectively, or whether spending decisions are supporting the agency's long-term goals.

A strong budget changes that dynamic.

[Read More](#)

USPS Postmark Change May Impact Time-Sensitive Mailings

The United States Postal Service (USPS) has implemented a significant change to how postmarks are assigned. Previously, mail was postmarked on the date it was physically deposited with USPS. Under the new policy, the postmark will reflect the date the item is first processed by USPS—which may be one or more days after it is dropped off.

[Learn More...](#)



Trusted Choice Marketing Reimbursement Program 2026 new guidelines & eligibility

Offset the cost of marketing your agency

Agency member benefits of Trusted Choice include supplementing your agency's branding efforts. The MRP offers assistance to members leveraging the Trusted Choice brand in adding the logo to traditional or digital marketing materials as well as using the TechCompare Vendors platform. Reimbursements will be made at 50 percent of cost with a maximum reimbursement amount of \$1,000 per agency location and a TechCompare Vendor cap of \$500 per vendor. Funds are available to all members, even if your agency has used the program in the past. **Guidelines and eligibility for 2026 are nearly identical to last year with no major changes.** For help finding the benefits most in line with the priorities of your agency, contact our [Vice President Megan Huebner](#), who manages membership services.

[Read More](#)

RLI PUP doesn't ask for details on underlying policies

Insureds can switch carriers with no effect on their policy

RLI is different from other umbrella carriers in many ways. One important way is the effort they put into the ease of doing business. **They don't ask for the details on underlying policies so your insured can switch carriers without it impacting their umbrella coverage. They can have underlying coverage with multiple carriers.** Their application is self underwriting so you know whether a submission qualifies before submitting it. Most property acquired mid-term is automatically covered until renewal as long as proper underlying limits are maintained. RLI offers esign and online payment options so the entire transaction can be done without mailing anything. There are no hidden fees beyond the quoted premium. *Can your PUP carrier say the same?*

[Read More](#)

Q&A with The Workplace Advisors – February 2026

Question: We have an employee who regularly needs to be reminded to do certain tasks. They manage most of their workload well, but there are one or two monthly responsibilities we need to remind them to do almost every month. What can and should we do?

Answer: Holding an employee accountable to performing their job duties is an important part of every supervisor's and manager's job. However, what that will look like will depend on factors such as the critical nature of the task, other employees being able to perform the task, the employee's ability to do the task correctly and/or their time availability to perform the task when needed.

The more important a task is or the more critical that a particular employee performs that task escalates the reaction. That may be a written warning or two before eventually a final warning and possibly termination for failing to perform the job duties. A truly critical task should have a backup employee trained and ready to step in as part of a smart contingency plan.

However, if the task is minor or can be done by someone else or if the employee doesn't have the time or capability to perform the task, disciplinary action may not help. Instead consider reevaluating the task (timing, technique, need, etc.) or assigning it to someone else. Or perhaps find ways to remind the employee of the deadline by sending an email each month or putting a reminder on their calendar so they don't forget.

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.

[Learn More](#)

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UPCOMING EVENTS

Big "I" Legislative Conference — April 22-24, 2026 — Washington, D.C.

The Big "I" Legislative Conference is the premier national advocacy event for independent insurance agents and brokers, hosted by the Independent Insurance Agents & Brokers of America (IIABA). Each spring in Washington, D.C., hundreds of independent agents come together to:

- Engage directly with legislators on Capitol Hill about key policy issues affecting the independent agency system.
- Hear from industry and government leaders in breakfast and luncheon sessions.
- Participate in inclusive workshops and roundtable discussions, including sessions led by the Big "I" Diversity Council.
- Build networks with peers nationwide, including emerging leaders and veterans in the industry.

The conference is anchored at The Westin Washington, DC Downtown, with opportunities for Capitol Hill visits, policymaker briefings, and professional development across multiple sessions.

[Register Here](#)

**IT'S ~~NOT~~ PERSONAL,
IT'S BUSINESS.
WE GET IT.**

GROW WHAT YOU BUILT - WITH A PARTNER WHO UNDERSTANDS

You've invested years building your agency. At Hilb Group, we offer personalized support and national resources to help you move forward—whether you're expanding your reach or planning for a transition.

Let's talk about what's ahead—for you, your business, and your legacy.

LEARN MORE

HILB GROUP®
INSURANCE | BENEFITS | HR SOLUTIONS

EDUCATION

IIAV 2026 Women's Conference: How Women in Insurance Manage it All!

Join the Virginia Association of Insurance Agents (VAIA), a 501(c)(3) non-profit educational subsidiary of Independent Insurance Agents of Virginia (IIAV), for a transformative experience at **the Richmond Country Club on March 19th, 2026 from 10:00 AM to 4:00 PM**. We are excited to present an inspiring conference tailored specifically for women in the insurance industry. This fundraising event provides a unique opportunity to connect, learn, and grow alongside fellow pioneers committed to shaping the future of our profession. Don't miss this chance to connect with an empowering community!

- **Speakers:**

- Katherine Wintsch
- Jen E. Miller
- Rod Powell

- **Networking Opportunities:**

- Connect with like-minded women who share your passion and ambition. Engage in meaningful conversations, share experiences, and build a support network that will extend far beyond this event.

- **Inspiring the Next Generation:**

- As women in the insurance industry, we have a responsibility to uplift and inspire the next generation of women. By attending this conference, you are not only investing in your own growth but also paving the way for future leaders! Your participation is a powerful testament to the strength and resilience of women in our field.

[Register Now!](#)

Secure your spot today and be part of a movement that celebrates and empowers women in insurance. Together, we can create a legacy of strength, support, and success.

**Helping Agents
Learn How to Cover
Construction Risks**

**Earn Your Certification in one
year with IIAV!**

IIAV 2026 SCHEDULE

CRIS: Commercial Insurance for Contractors 3/24/2026

- 8:30 AM - 4:30 PM | 7 P&C

CRIS: Workers Compensation 4/22/2026

- 8:30 AM - 4:30 PM | 7 P&C

CRIS: Contractual Risk Transfer in Construction 5/20/2026

- 8:30 AM - 4:30 PM | 7 P&C

Registration fee:

\$171 Members

\$231 Non-Members

REGISTER NOW!

IIAV Partners with **Kinsale Insurance Company** to host these events are located at 2025 Staples Mill Road, Richmond, VA.



Our Instructor Carlton L. Gill, Jr., CPCU, ARM, CLU, CRIS
Carlton is a producer for Towne Insurance Agency.



2026 LIVE E&O WEBINARS

REDUCE YOUR EXPOSURE TO AN E&O CLAIM AND SAVE MONEY!

Approved for Swiss Re and Allianz E&O Risk Management Credit!

- Lower your E&O Premium - Up to 20%!
- Increase risk management awareness in your agency
- Improve overall agency operations while increasing revenue
- Reduce exposure to the cost and hassle of E&O claims
- Keep your deductible dollars in your pocket
- Earn 3 OGI CE credits

E&O Risk Management: Coverage Essentials: Homeowners Coverage Part I 3/11/2026

9:00 AM - 12:00 PM | 3 OGI | [Register Now](#)

E&O Risk Management: Coverage Essentials: HO Part II 4/8/2026

9:00 AM - 12:00 PM | 3 OGI | [Register Now](#)

E&O Risk Management: Coverage Essentials: Business Income 05/13/2026

9:00 AM - 12:00 PM | 3 OGI | [Register Now](#)

E&O Risk Management: E&O Coverage Essentials: Certificates of Insurance and Evidences of Commercial Property Insurance 6/10/2026

9:00 AM - 12:00 PM | 3 OGI | [Register Now](#)

E&O Risk Management: Coverage Essentials: Understanding Commercial Property Gaps and Knowing How to Fill Them 7/8/2026

9:00 AM - 12:00 PM | 3 OGI | [Register Now](#)



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