



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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FROM THE DESK OF THE PRESIDENT & CEO

It wasn't the start of the year anyone was expecting. Richmond, VA, faced a catastrophic water outage that left many without water for several days. For those who didn't lose water, a boil advisory was issued for Richmond and surrounding counties. This event had the potential to cause mass panic and unrest, but from our perspective, that was not the case. Richmond and Virginia came together with a sense of compassion. Across the city, neighbors helped neighbors, and businesses extended their support as well. It was an extremely unfortunate event, and we extend our heartfelt sympathy to those who were affected. Inspired by the example set by the Richmond community, IIAV looks forward to a year of compassion, and we hope you will too.

IIAV MEMBER RESOURCES

4 Ways a Bank Loan Can Fuel Agency Growth in 2025

IA Magazine

In the highly competitive and evolving insurance landscape, independent agency owners face a unique set of challenges and myriad capital needs to sustain their growth. As we head into 2025, there is a greater sense of urgency for agencies to invest in technology and talent and make strategic mergers & acquisitions.

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IIAV Legislative Affairs



The most important element in IIAV's governmental affairs program is the Association's grassroots program. IIAV communicates regularly with its members to inform them of legislative and regulatory issues. Members act when necessary and make sure that government officials hear from the people who count the most agents from their districts. IIAV believes that agents are their own best advocates and devotes considerable resources to keep them up to date through the IIAV monthly newsletter and IIAV Legislative Bulletin.

IIAV and IIABA form an effective legislative team that is considered one of the most effective anywhere not just for the insurance industry. The 2025 Legislative session has begun! We want to keep you informed on the issues we are tracking!

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STATE & NATIONAL NEWS

InsurPac Closes the Books on 118th Congress

IA Magazine

InsurPac, the Big "I" political action committee (PAC), raised \$1,291,724 during the 2024 calendar year. A total of 3,227 donors invested an average of \$400 per person. Last year, 412 "major donors" gave \$1,000 or more, 88 of whom stepped up with investments of more than \$2,500 and 36 invested the maximum amount of \$5,000.

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New Year, New Administration: What New Laws Can Employers Expect?

IA Magazine

Every year brings new employment regulations that companies must navigate. Add a new administration and companies can expect more changes as the year evolves. While we do not know exactly what 2025 will bring, here are some predictions.

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FOOD FOR THOUGHT

2025 ACORD License: Members Can Renew for Free

ACORD maintains a complete library of industry-specific forms and has typically charged agents, brokers and carriers an annual End User License (EUL) fee for the use of its forms, and licensing renewal has been required each year. However, thanks to a Big "I" benefit, members with annual property & casualty gross revenue of less than \$50 million receive a complimentary license to use vendor-supplied ACORD Forms. [Learn More...](#)

4 Things Homeowners Clients May Need to Update in 2025

IA Magazine

The start of the new year is a time of reflection and motivation, making it the ideal season for agents to check in with clients. Homeowners may be planning a big move in 2025 or finally starting that renovation they talked about all last year. Whatever your clients' plans, 2025 is set to be a year of significant change with shifting markets and evolving weather patterns—making it more important than ever to ensure your clients are adequately protected.

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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

February 11, 2025	E&O Risk Management: Coverage Essentials: Coverage B - Personal & Advertising Injury (P&AI) Under the Commercial General Liability Policy (#227551)	Register
March 12, 2025	E&O Risk Management: Coverage Essentials: Homeowners Coverage Part I (#227550)	Register
April 10, 2025	E&O Risk Management: Coverage Essentials: Homeowners Coverage Part II (#227932)	Register
May 8, 2025	E&O Risk Management: Coverage Essentials: Business Income (#227933)	Register
June 10, 2025	E&O Risk Management: Coverage Essentials: Certificates of Insurance (COIs) and Evidences of Commercial Property Insurance (ECPIs) (#227934)	Register

THE POWER OF YOU

 Independent Insurance Agents of Virginia

2025 INSURANCE AGENTS DAY ON THE HILL

JANUARY 28, 2025
 8:00 am - 1:30 pm
 Richmond Marriott

YOU CAN MAKE A DIFFERENCE!

Approved for 2 hours of Ethics Credits in Virginia!



Scan the QR code to register or visit our website at iav.com

REGISTER TODAY!



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