



# Big I Virginia E-News

[Archive](#) | [Subscribe](#) | [Printer Friendly](#) | [Send to a Friend](#) | [www.iiav.com](http://www.iiav.com)

June 2025

## IIAV NEWS

### IIAV 2025 Convention and Tradeshow



Join us in Virginia Beach for 3 days of Insurance Industry Insights, Networking, and Fun from June 22 - 24, 2025

#### REGISTRATION AVAILABLE DAY OF

#### Convention Schedule:

**Sunday, June 22:** Opening Reception & Music Bingo | GREAT SCOTT! Entertainment

**Monday, June 23:** Keynote Speaker, Breakout Sessions, and TRADESHOW!

- **Keynote Speaker: Sam Ritcher | AI and Your Agency**
- **Interview with Virginia Insurance Commissioner Scott White**
- **3 Incredible Breakout Sessions**
  - Bryan Lake | MarshBerry | "Attract and Retain Great People"
  - Brian Ambrosia | MarshBerry | "Determining the Right Path"

- Bushwood v Noon Mock Trial | VA CE Approved 2 Hours CE #228520

- **Tradeshaw featuring 76 Insurance-Specific Vendors!**

**Tuesday, June 24:** General Sessions and Awards Dinner

- **General Sessions with up to 3 hours of CE**

- Dave Tralka | InsurBanc | “Understanding Agency Value” | VA CE Approved 1 Hour OGI | #228947
- Carey Wallace | Agency Focus | “The Now Agency” VA CE Approved 1 Hour OGI #228946
- Insurance Institute for Business & Home Safety | Mary Uher | Narrow the Path: Minimize Damage from Natural Disasters | VA CE Approved 1 Hour P&C #228948

**Dinner Featuring Entertainment by Tim Gabrielson | Comedian**

## **Welcome to Our New Members!**

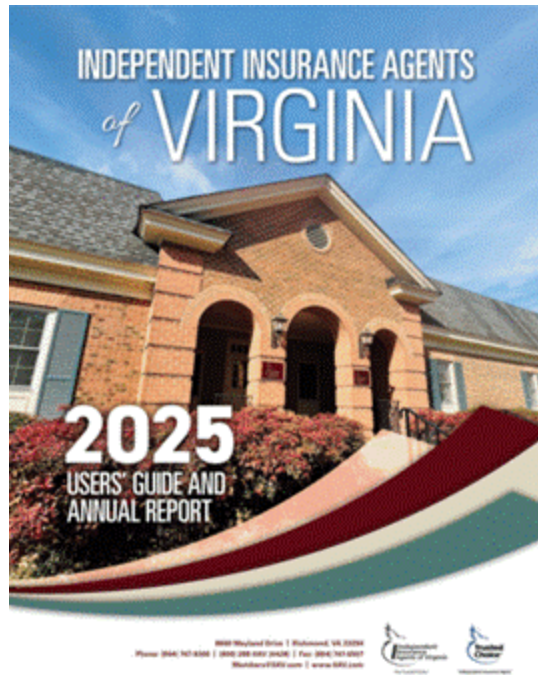
### **New Agency Members**

- BenX Consulting Group | Richmond, VA
- Fortis Insurance | Chantilly, VA

### **New Associate Members**

- Paul Davis of Greater Richmond | Richmond, VA

**The 2025 IIAV Users' Guide and Annual Report is Now Available in its Digital Form. Click on the Cover or Button Below to Begin Reading!**



[Learn More...](#)

## The Security You Need. The Name You Trust.



Berkshire Hathaway GUARD Insurance Companies are rated A+ “Superior” by A.M. Best (as of 4/20/2021) and 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 (with typical limits up to \$20 million; \$50 million for select classes), Commercial Auto, Commercial Umbrella, Professional Liability, and Workers’ Compensation. “Pay-as-you-go” billing options are also featured.

[Learn more](#)

Advertisement ➤

## STATE & NATIONAL NEWS

### Anti-speeding Devices get Gov. Youngkin’s OK

*Virginia Lawyers Weekly*

Starting next year, judges will have the option to mandate the installation of a speed-limiting device in a vehicle driven by anyone convicted of [reckless driving](#) and going over 100 mph. The speed control devices may be mandated in lieu of suspending a person’s license. The legislation takes effect July 1, 2026.

[Learn More...](#)

# FOOD FOR THOUGHT

## Agency Values Keep Rising

*Written by Kevin Stipe at Reaganview*

Investors sure love our industry. Believe it or not, publicly traded broker stocks are rallying once again. Led by Gallagher (up 22% year-to-date), the public brokers are collectively up by an average of 10% so far this year.

Their valuations are definitely at nose-bleed levels. The average EBITDA multiple for the Big Five public brokers is over 18X. This is roughly 50% higher than a decade ago, when the average multiple was a more historically normal 12X.

[Read More...](#)

## AI Video Pushes Boundaries of Victim Impact Statements

*By Sarah Martinson*

At the beginning of May, an Arizona state court judge permitted an artificial intelligence-generated victim impact statement of a deceased victim at a sentencing hearing, leaving some attorneys concerned about how admitting these types of videos might affect sentencing in other cases.

[Read More...](#)



## Insurance Platform Features

*HawkSoft*

The [HawkSoft Insurance Platform](#) provides all core management system features at one price, with a robust ecosystem of add-ons, integrations, and services that help your agency scale as you grow. Get more value for your money with HawkSoft.

[Learn More...](#)

## Now Available: VWC Citation Manual

Virginia Workers' Compensation Commission

The Commission (VWC) is pleased to present its Citation Manual, developed for attorneys, stakeholders and the general public. This Manual provides guidance on formatting written submissions, including proper legal citation style, document structure, and references to statutes and case law. VWC strongly encourages adherence to these standards when submitting Motions, Written Statements, Briefs, or other legal pleadings.

[VWC Citation Manual](#)

[UPCOMING CLASSES](#)

### 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](#)

Advertisement ➤

## UPCOMING EVENTS

The 20% ABEN Summer Savings is Available Only to IIAV Members



Find ABEN Classes on the [IIAV Education Calendar](#)

[CRIS: Workers Compensation \(Classroom Off-Site\) 06/25/2025](#) 8:30 AM - 4:30 PM Course #228821 | 7 P&C [Register](#)

[CRIS: Contractual Risk Transfer in Construction \(Classroom Off-Site\) 07/02/2025](#) 8:30 AM - 4:30 PM Course #228982 | 7 P&C [Register](#)

Earn Your Certification in  
one year with IIAV!

## IIAV 2025 SCHEDULE

**CRIS: Workers Compensation (Classroom Off-Site)**  
**06/25/2025** 8:30 AM - 4:30 PM Course #228821 | 7 P&C  
[Register](#)

**CRIS: Contractual Risk Transfer in Construction  
(Classroom Off-Site) 07/02/2025** 8:30 AM - 4:30 PM  
Course #228982 | 7 P&C [Register](#)



**Our Instructor**

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

**Course Specifics:** All courses run from 8:30 am - 4:30 pm.  
Each course is approved for 7 P&C credits.  
The registration fee for each course is \$171 for members  
and \$231 for non members.

**Course Location:**

Kinsale Insurance Company  
2035 Maywill St #100,  
Richmond, VA 23230



**Hilb**  
GROUP

**BUILD THE FUTURE  
OF YOUR AGENCY  
WITH HILB GROUP**

Starting with the foundations  
of your organization, we  
provide personalized support  
and national resources to  
help your insurance agency  
reach its full potential.

[LEARN MORE](#)

**Independent Insurance Agents of Virginia**

1-800-288-4428 / 804-747-9300

Fax: 804-747-6557

[members@iiaav.com](mailto:members@iiaav.com) / [www.iiaav.com](http://www.iiaav.com)