



Big I Virginia E-News

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March 2025

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](#)

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Welcome to Our New Members!

New Partner Members

- Elephant Insurance – Richmond, VA

New Associate Members

- CRC Cyber, INSUREtrust Group – Norcross, GA

New Agency Members

- BlueSky Insurance Agency Inc. – North Chesterfield, VA
- VillaView Insurance Agency – Reston, VA
- Gateway Insurance Agency – Alexandria, VA

Event Recap: VAIA Women's Conference



The Virginia Association of Insurance Agents (VAIA) hosted its inaugural Women's Conference in March. We were honored to have around 100 attendees of inspiring women. Featuring two incredible speakers Donna Highfill and Sara Bradshaw Ray, they left everyone empowered. Thank you to all those who attended and we hope to see you next year!

[Read More](#)

IIAV MEMBER RESOURCES

Maximize Your Agency's Marketing Budget – 2025 MRP Updates!

The [Trusted Choice® Marketing Reimbursement Program \(MRP\)](#) has new guidelines for 2025, making it easier for your agency to get money back on marketing and technology investments! Your agency can receive a 50% reimbursement (up to \$1,000 per agency) on eligible marketing expenses — no Trusted Choice logo required!

[Review the New Guidelines](#)

Introducing WAHVE

Vintage Contract Staffing fills a company's talent gaps with retiring work-at-home insurance industry experts on long-term, full-time or part-time assignments.



Talent Acquisition Outsourcing lifts the burden of sifting through resumes with an end-to-end bias-free qualifying platform that shortlists the best-fit diverse candidates.

Resources

[Watch WAHVE's 45 second video.](#)

[How-TAO-Works](#)

[Talent Acquisition Outsourcing](#)

[Learn More...](#)

Young Insurance Agents – Share Your Thoughts About the Industry Today

Are you a young insurance agent, 40 years old or younger? Do you know a young insurance agent?



Insurance Journal is once again looking for young insurance agents to participate in this year's Young Insurance Agents [Opinion Survey](#). Tell us what you think about the insurance industry, the agency you work in, and what young agents want from a career in insurance.

Photo by wocintechchat.com on Unsplash

[Learn More](#)

FOOD FOR THOUGHT

CTA Reporting Requirements Reinstated

By Elizabeth Smoller, General Counsel and COO for the Kansas Association of Insurance Agents

A recent ruling in a federal court in Texas has reinstated the Corporate Transparency Act's ("CTA") reporting requirements. The reporting requirements have been a moving target for several months as litigation has moved through the legal system.

[Learn More...](#)

Trial Lawyer Advertising Soars to \$2.5 Billion, Outpacing Pizza Restaurant Ads in Key Markets

A new [report](#) by the American Tort Reform Association reveals a concerning trend: trial lawyers are spending unprecedented amounts on advertising to recruit clients, often at the expense of public health and well-being.

[Learn More...](#)

Flood Insurance Update



Flooding is the most common and expensive natural disaster in the U.S. and 96.7% of homes don't have flood insurance, according to a report by ValuePenguin. In 2024, the average home sustained nearly \$34,000 in flood damage, the data showed, with the most significant flood losses related to Hurricanes Helene and Milton in Florida, Georgia, Kentucky, North Carolina, South Carolina, Tennessee and Virginia.

Photo by Chris Gallagher on Unsplash

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State of Immigration in the Workplace in 2025

President Trump's administration has made or proposed significant changes that will impact how companies do business and manage their workforce. Among the most drastic actions we have seen is immigration.

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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.

[Learn More](#)

A Winning Formula to Create a Producer Paradise

Organic growth rallied in the second half of 2024, finishing at 9% — up from 8.5% through Q2. The year wrapped up with brokers feeling very optimistic, projecting 10% organic growth in 2025. This year is set up to be a blockbuster year for recruiting and hiring — triggered, in part, by the industry's continued consolidation and integration. Is your firm ready to aggressively invest in talent? Top-performing agencies are not falling asleep at the wheel behind the comfort of rate increases — they are hyperfocused on accelerating Sales Velocity (new business as a percentage of total agency commissions & fees).

[Learn More](#)

Q&A with The Workplace Advisors – March 2025

Question: We received an anonymous complaint about one of our employees. It was a vague "inappropriate conduct" complaint left on our general voicemail. We have no way of following up with the person or anything specific to pursue through an investigation. What do we do?

[Answer...](#)



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](#)

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

Young Agent Legislative Conference Scholarships Open

[Two scholarships are available for first-time attendees.](#) Young agents can apply for the scholarships to offset

the cost of attending the [2025 Big "I" Legislative Conference](#).

The Big "I" Legislative Conference

April 30 - May 2

The Westin, Washington, D.C.

Spring is a great time to visit Washington and an even better time to connect with Big "I" independent agents on Capitol Hill. Join us in 2025 for a one-of-a-kind event and get up to speed on the many legislative, regulatory and legal challenges happening to your profession right now. Hear from industry leaders and spend time meeting with your legislators in Washington, D.C.

Breakfast and lunch sessions feature key legislators from both sides of the aisle. Gain a deeper understanding of the issues that impact your business and how you can influence positive change. YOU can make a difference. [Register today to attend the IIABA National Legislative Conference.](#)
[Learn More...](#)



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