



# Big I Virginia E-News

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March 2026

## IIAV NEWS

### IIAV 2026 Convention & Tradeshow: REGISTER TODAY!



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.

[Learn More](#)

### IIAV New Members – March

#### ASSOCIATES:

Auto-Owners Insurance Forest, VA

#### AGENCY:

Jeter Insurance Company Henrico, VA

KMI Solutions LLC dba Knight Magee Insurance Virginia Beach, VA

### Recap: 2026 VAIA Women's Conference

This week, the Virginia Association of Insurance Agents (VAIA) proudly hosted its second annual Women's Conference, bringing together more than 150 insurance professionals for a day of connection, inspiration, and growth.

Attendees heard powerful insights from keynote speakers Katherine Wintsch and Jen E. Miller, whose messages resonated deeply, leaving participants feeling both empowered and understood in the everyday challenges they navigate as women in the industry.

From meaningful networking opportunities to engaging sessions, the event highlighted the strength, resilience, and impact of women shaping the future of insurance.

A special thank you to our generous sponsors for supporting not only this impactful event but also the ongoing mission of VAIA. And to all who attended, we truly appreciate your continued support and enthusiasm—we look forward to seeing you again next year!

[Photos and more!](#)

## IIAV New Website



IIAV has launched a new website. The site is designed with the agent in mind. A user-friendly interface that gets you to the resources you need. Be sure to check out the new site!

[IIAV Homepage](#)

## 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.

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## IIAV Staff Visits the General Assembly



During this year's legislative session, IIAV staff had the opportunity to visit the General Assembly, where they spent the day meeting with representatives and observing the morning session in action.

[See what our team had to say about their visit!](#)

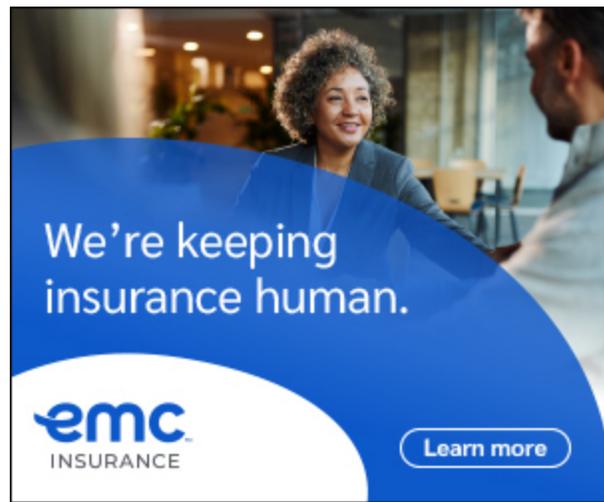
IIAV maintains a strong and proactive governmental affairs program, working closely with both the legislative and executive branches at the state level. Through these efforts, IIAV helps ensure that public policy and regulatory decisions align with the interests of independent agents, the insurance industry, and the insurance-buying public.

## **New ATRA Report Reveals New York Trial Lawyers Spent \$179 Million on Ads Pushing Lawsuits as "Fraudemic" Fuels Soaring Auto Insurance Costs**

March 16th, 2026 | Data shows explosive growth in legal advertising as Gov. Hochul pushes reforms to curb fraud

A [new report](#) from the American Tort Reform Association exposes a staggering surge in lawsuit ads across New York, revealing how aggressive marketing campaigns fuel both fraud and skyrocketing auto insurance premiums amid Gov. Kathy Hochul's (D) push to address affordability through anti-fraud and litigation reform measures.

[Read More](#)



## How Publicly Traded Brokers' Values Impact Retail Agencies' Values

Most independent agency owners don't wake up thinking about Arthur J. Gallagher's balance sheet or the private equity cost of capital. You're thinking about renewals, staffing, carrier relationships, and whether the market will soften or harden. But here's the truth: the valuations making headlines in the insurance brokerage world are quietly shaping what your agency is worth today, and what it could be worth tomorrow.

[Read More](#)

## Two-Thirds of Independent Agents Plan to Increase AI Use This Year

ALEXANDRIA, VA, February 19, 2026—Two-thirds of independent insurance agencies plan to increase their use of artificial intelligence (AI) in the next 12 months, according to the "[2026 Big 'I' Agents Council for Technology Tech Trends Report](#)." Despite growing interest, many agencies remain in the early stages of adoption, with nearly one-third reporting they are not using AI.

A key motivation for adopting AI is operational efficiency (60%) and staff productivity (52%). However, data privacy or compliance risks (24%) and inaccurate outputs (22%) topped the list of concerns.

[Read More](#)

## Forgiveness: The Ultimate Leadership Superpower

For the past ten years, I have been obsessed with the concept of forgiveness. (Odd, I know.) I didn't discover it in a church pew or on a therapist's couch, but through a deeply painful rupture with a family member that forced me to reckon with what it really means to let go. As I did the hard, messy work of forgiving and began to feel the freedom and healing it created in my own life, I started to notice forgiveness quietly (and sometimes loudly) showing up in the workplace too—especially when leaders chose grace instead of shaming after a mistake, when teams repaired trust after conflict, and when people released grudges so they could actually move forward. Seeing how powerful those moments were for their workplace culture, performance, and wellbeing made me a workplace forgiveness evangelist and is why I'm writing this article.

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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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## UPCOMING EVENTS

**IIAV 2026  
FLOOD COURSES**

**April 29<sup>th</sup>, 2026 Flood Basics - FEMA (Hybrid)**  
9:00 AM - 12:00 PM | Course #227661 | 3 Flood

**May 20<sup>th</sup>, 2026 Flood Advance - FEMA (Hybrid)**  
9:00 AM - 12:00 PM | Course #227661 | 3 Flood

**June 17<sup>th</sup>, 2026 Flood Basics - FEMA (Webinar)**  
9:00 AM - 12:00 PM | Course #227661 | 3 Flood

**July 17<sup>th</sup>, 2026 Flood Advance - FEMA (Webinar)**  
9:00 AM - 12:00 PM | Course #227661 | 3 Flood

**REGISTER NOW**

Bringing participants the latest information on flood reform legislation impacting the NFIP. We will review the key elements that agents need to know about the NFIP and how it works. You will gain a better understanding of this ever-changing program, including:

- Basic knowledge of the three types of flood forms
- Claims handling process.
- E&O exposure and marketing considerations

### Upcoming E&O Classes

Apr 8 | 9:00 am – 12:00 pm

[E&O Risk Management: Coverage Essentials: HO Part II \(Webinar\) 04/08/2026](#)

May 13 | 9:00 am – 12:00 pm

[E&O Risk Management: Coverage Essentials: Business Income \(Webinar\) 05/13/2026](#)

Jun 10 | 9:00 am – 12:00 pm

[E&O Risk Management: E&O Coverage Essentials: Certificates of Insurance \(COIs\) and Evidences of Commercial Property Insurance \(ECPIs\) \(Webinar\) 06/10/2026](#)

Jul 8 | 9:00 am – 12:00 pm

[E&O Risk Management: Coverage Essentials: Understanding Commercial Property Gaps and Knowing How](#)

[to Fill Them \(Webinar\) 07/08/2026](#)

Aug 12 | 9:00 am – 12:00 pm

[E&O Risk Management Coverage Essentials: Avoiding E&O in the Personal Auto Policy and Personal Umbrella Policy \(Webinar\) 08/12/2026](#)

[View Calendar](#)

**Need More Classes?**

[Find More E&O Courses](#)

IIAV partners with ABEN to provide Online E&O Classes that are approved for Swiss Re Risk Management Credit. [Learn more about the Swiss Re Risk Management program and how you can save!](#)



**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**

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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)