

Young Agents On The Move

IIAV Young Agent Newsletter

September 2014



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Announcements

Congratulations to Jill Roth, Ahart, Frinzi, & Smith, on receiving a Chairman Citation from the outgoing IIABA National Chair, Tom Minkler.

If you have any announcements please email kpreisner@iiav.com.

Monthly Quote

Dear IIAV Young Agent,

Fall is here. Hope everyone is getting ready and excited for the changing of the seasons.



Commercial Property Coverage for Public Water Main Breaks

by Mike Edwards

In July 2014, on the campus of UCLA, a 30-inch water main had some sort of catastrophic failure, causing a massive geyser of water, estimated to be around 30-feet high, to erupt from under the road. Over 20,000,000 gallons of water gushed into campus buildings and lower levels of parking decks, stranding over 1,000 cars. The newly renovated Pauley Pavilion suffered significant damage, where over an inch of water covered the famous basketball court. So, is there any commercial property coverage or is this excluded as "surface water"?

[Read the full article here.](#)

How Long Does It Take for a Producer to Become Profitable?

by VU Faculty

You hire a new or inexperienced producer. Is there any guideline as to how much time should be provided before he or she reaches a level of production to cover salary and benefits?

[Read the full article here.](#)

Up & Coming Young Insurance Professional Panel Taking Place in November

Do not miss IIAV's Up and Coming Insurance Professional Panel, hosted by the Young Agents' Committee on November 20 from 3:30-5:00 pm at the VCU School of Business in Richmond, VA.

"People are illogical, unreasonable, and self-centered. Love them anyway."

~Kent M. Keith,
American Speaker and
Writer

Upcoming Classes

- [View Upcoming Classes](#)
- [View All Classes](#)

Sign up for classes and events online at www.iiav.com.

To register at member prices, you MUST enter your member ID and password. If you do not have this information, please call IIAV at 804-747-9300.

Contact

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This panel includes:

- Ryan Andrew, The Andrew Agency
- Jason Angus, The Hilb Group
- Glen Harris, Markel FirstComp
- Crystal Miller-Johnson, Associated Ins. System Services
- Drew Monroe, Prosper Insurance Group
- Denise Perlman, Markel FirstComp
- Shane Powers, Imperial PFS
- Chris Rogerson, Hanover Insurance

There will be a social following the panel from 5:00-7:00 pm at Triple Crossing Brewery in Richmond.

It is \$10 to attend this event.

[Register Here!](#)

Please contact Kristina Preisner, kpreisner@iiav.com or 804-747-9300 with any questions.

Al a Carte Registration Options Available at the 2014 Young Agents' Conference

The 2014 IIAV Young Agents' Conference is next week on October 9-10 in Virginia Beach at the Sheraton Oceanfront. We are excited to be celebrating our 10th Anniversary of this event!

Here is the agenda for this event:

THURSDAY, OCTOBER 9, 2014

9:00-9:30 - Registration

9:30-12:30 - Winning Google's Game: How to Increase Your Visibility in Search Results and Make More Sales, with Ryan Hanley, Hanley Media Lab

12:30-1:15 - Lunch

1:30-3:30 – Data Breach and It's Perils, with Sharon Koches, CPCU, RPLU, AAI, AU, ITP, IIANC (2 VA P&C)

4:30-6:30 - Trade Show

6:45-8:00 – Networking Dinner and Presentation of the 2014 IIAV Young Agent of the Year

8:00-10:00 - Beach Party with live music from Red Stapler Band

FRIDAY, OCTOBER 10, 2014

9:00-10:00 - Breakfast

10:00-12:00 - Common Mistakes Found During Agent Investigations, with Mike Beavers, SCC (2 VA L&R)

Hotel Information:

Hotel reservations should be made separately by calling Sheraton Oceanfront at 757-425-9000.

[View more information here.](#)

Thank you to our sponsors:

- **Platinum:** AmTrust North America; Progressive
- **Gold:** Amerisafe; Berkley Mid-Atlantic Group; First Atlantic Restoration; Liberty Mutual; and Markel FirstComp
- **Silver:** Alfa Alliance; Atlantic Specialty Lines; Commonwealth Underwriters; Jackson Sumner & Associates; Johnson & Johnson; Keystone Insurers Group; Loudoun Mutual; Penn National Ins.; and Southern Insurance Co of VA
- **Bronze:** Bailey Special Risks; Central Insurance; Imperial PFS; Northern Neck Insurance Co.; State Auto Insurance; Stonewood Insurance; and Utica National Insurance

To find out more about this event or become a sponsor please contact Kristina Preisner at kpreisner@iiv.com.

IIAV Holding Technology Day on November 13

IIAV will be hosting a one-day seminar regarding Technology and Cyber Liability on November 13 from 9:00 am to 4:00 pm at IIAV in Richmond.

This seminar will feature renowned insurance technology expert [Steve Anderson](#), presenting “Technology Tools that Build, Manage and Add Profit to Your Agency.” Steve has 30+ years in the insurance industry and speaks professionally to hundreds of agents at educational events, state association conferences and technology forums on the future of technology, the social web, and how insurance agencies can establish their Internet presence. He has authored many articles that have appeared in virtually every insurance industry publication. Those who attend Steve’s programs always leave with valuable technical information on how they can use technology to increase revenue and/or reduce expenses.

Also, featured will be Sharon Koches, CPCU, RPLU, AAI, AU,

ITP, who is the Assistant V.P. of Insurance Operations & Technical Affairs for the North Carolina Big “I”. Sharon will present “Dissecting the Cyber Liability Policy – Don’t Sell What’s Not There” (CE Pending). Attendees will discover what cyber exposures are lurking out there, what coverages are and are not provided in existing property and liability policies, and what Cyber Liability Insurance does or should cover.

Space is limited, so don’t delay in registering for this dynamic event being held at the IIAV in Richmond on November 13th from 9am to 4pm.

The cost is only \$99 (lunch included).

We would like to thank our company sponsors for their support of this special event:

- Southern Insurance Company of Virginia
- Berkley Mid-Atlantic Group
- Arlington/Roe

[Click here to register!](#)

Don’t Miss This Year’s Trusted Choice® Virtual Experience

As a Trusted Choice® agent, you can now experience all the benefits of a national convention—without the inconvenient travel time or costs.

Sign up today for the Trusted Choice Virtual Experience, to take place on October 22-23. This online tradeshow features an exhibit hall with booths from many of our company and MGA partners, as well as Big “I” programs and vendors.

During this event, you will be able to not only access information and tools from these exhibitors, but also live chat with booth representatives to ask any question you like, as well as gain access to several educational presentations on topics like digital advertising, social media, technology trends and diversity marketing. All this is at your fingertips, from the comfort of your own desk!

[Click here to register!](#)

Heading to Salem for IIAV’s Next Networking Social

It was a fun evening at the Hampton Roads Social on September 18. It was great seeing new faces and reconnecting with old friends. You can view pictures from this event, [by clicking here.](#)

We hope you can make the next social in your area. Each of the

socials will take place from 5:00-7:00 p.m.

October 23 - Roanoke Networking Social at Parkway Brewing Company in Salem

November 13 – Northern Virginia Networking Social at Dogfish Head Alehouse in Fairfax

Please register ahead of time for these FREE events so we know how many people will be attending.

To find out more about these events or get more involved with the Young Agents' group please contact Kristina Preisner, kpreisner@iav.com.