

AGENCY MEMBERSHIP



The Value of Your Agency Memberships

By joining IIAV today, your entire insurance agency will be a part of the premier Virginia insurance association for independent property & casualty, life & health and financial services.

- Membership benefits your entire team not just designated personnel
- Automatically enrolled with IIABA - Independent Insurance Agents and Brokers of America Big "I"

Membership Resources & Benefits

COMMUNICATION: In-depth resources to help you develop and grow your business. monthly e-newsletter, quarterly magazine, social media, and other news.

ADVOCACY: IIAV is dedicated to ensuring government policy and action are consistent with the interest of agents and insurance industry as a whole.

EDUCATION: Webinars, In-Person, and a variety of courses to help your professional development and education

EVENTS: IIAV hosts events for Insurance professionals:

- IIAV Convention & Tradeshow
- Young Agents Conference
- Multiple Networking and Social Events across the State



WHY IIAV:

- Answers to legislative questions 24/7
- Discounted Education Programs for CE
- Marketing Opportunities
- Partner Programs
- Dedicated staff to support you and your team
- **AND MORE!**

IIAV IS DEDICATED TO PROVIDING:

- Professional Connections
- Agency Protection
- Continuing Education
- Government Relations
- Business Development

Learn more:



www.iiav.com

members@iiav.com

8600 Mayland Dr.
Richmond VA 23294

804-747-9300 | 800-288-4428

Products & Services

FIND A MARKET: Market requests are sent to all participating Associate and Managing General Agency members for immediate response.

NEED AN AGENT: We seek out potential clients for you!

CAREER BOARD: Looking to hire? Post job opportunities and find job seekers.

INSURBANC: Agency valuation, lending solutions for next generation growth and purchasing

AGENCY BUY/SELL: Providing a list of agencies the want to sell or buy businesses and agencies

Insurance Products

IIAV members have access to **Virginia Financial Services Corporation (VFSC)**, IIAV's for-profit member program.

COVERAGE FOR AGENCIES:

- Comprehensive Errors & Omissions.
- Endorsed Cyber Liability.
- Agency Umbrella.
- Employment Practices Liability Ins (EPLI).
- E&O Seminars which provide up to a 15% premium discount



COVERAGE FOR CLIENTS:

- **RLI** - Ability to write Home-Based businesses and Personal Umbrellas.
- Personal excess for higher risk drivers.
- **Big "I" Markets** - Online market access program for specialty. insurance product.
- **Flood** - Selective National Flood Program - Competitive Commissions.

Committees

Convention, Legislative, Young Agents, and Education and Professional Development