

Subj: **Breakfast Bits from IIAM Week of 1-18-2010**  
Date: 1/18/2010 8:45:44 AM Eastern Standard Time  
From: [iiamarnold@aol.com](mailto:iiamarnold@aol.com)  
To: [iiamarnold@aol.com](mailto:iiamarnold@aol.com)

Having trouble viewing this email? [Click here](#)



**Independent Insurance Agents of Maryland, Inc.**  
**2408 Peppermill Drive, Suite A**  
**Glen Burnie, Maryland 21061**  
**Telephone: 410-766-0600**  
**Fax: 410-766-0993**  
**Email: [iiamarnold@aol.com](mailto:iiamarnold@aol.com)**  
**Website: [www.iiamd.org](http://www.iiamd.org)**

January 18, 2010

Issue: 28

**DON'T FORGET TO FORWARD THIS TO YOUR STAFF!**



**This Week:**  
January 18-Commercial General Liability-6 hrs.  
January 20-Commercial Property CRIS-8 hrs.  
January 21-Executive Committee Meeting 10:00 a.m.

Track introduced legislation on our [2010 Legislative Bulletin](#)

[Click here](#) for your November/December 'Maryland Messenger'

**RLI: 2010 In-Home Business Changes Coming Soon**

Implementation dates will vary by State - Maryland is expected to implement the changes 6/01/2010. We will provide specimen forms and additional information on both the implementation schedule and State specific changes as filings are approved.

**In This Issue**

[RLI Changes to IHB](#)

[ACSR 'Road Show'](#)

[MIA Bulletin-Credit Cards](#)

[National Legislative Conference](#)

[Maryland 'I' Day](#)

[Mark Your Calendar!](#)

[IIAM Education Corner](#)

**IIAM Education Programs**

**Key Changes:**

- Adopt ISO 2010 BOP Coverage Form
- Exclude Coverage Extensions more appropriately covered on Homeowners Policy
- Exclude employment related practices and Damage to your work performed by Sub's
- Offer ISO BOP Identity Fraud Expense Coverage
- Offer GaragekeepersCoverage
- Add New Classes

More information to follow.

***LAST CALL! -Salisbury program for personal lines begins on January 25!***

***THE 'REMOTE' CLASSES WILL BE CANCELLED IF YOU DO NOT LET US KNOW YOU WILL BE ATTENDING! REGISTER NOW TO AVOID THE CLASSES BEING CANCELLED!***

You can't beat this offer, so take advantage of the entire ACSR program in your area.

Benefits:

- Nationally recognized designation
- ACSR's receive 50% discount to IIAM education seminars
- Classes discounted so that the entire program costs \$450 for personal lines and \$540 for commercial lines
- Each module carries 6 hours of c.e.
- You don't need to sign up for the entire program. Each module may be done individually. The cost of an individual program is \$120 per module for members and \$180 per module for non-members.
- ACSR #4 qualifies for the E&O Loss Control credits approved by Westport.

**[Information about program](#)**

For Salisbury students, [click here](#). (Wicomico Public Library)

For Elkton students, [click here](#). (Hawthorn Suites, Elkton)

For BWI students, [click here](#). (IIAM Headquarters)

For Hagerstown students, [click here](#). (Brethren Mutual Insurance Company)

For additional information call Rebekah at 410-766-0600 or email her at [iambecka@aol.com](mailto:iambecka@aol.com).

***MIA Bulletin dealing with credit cards has been revised.***

Bulletin 09-31, which was posted on our website last week has been



**UPCOMING SEMINARS:**

SEATS AVAILABLE!!

**January 25-  
Homeowners  
(Salisbury)**

**January 28-  
Miscellaneous Personal  
Lines**

**February 4- Principles  
of Insurance AA181A**

**February 12-  
Certificates of Insurance**

**P/C LICENSING  
February 22-26**

**For an entire listing of  
our programs for the  
remainder of the year,  
[click here!](#)**

**Legislative Session  
Activity**



Keep track of the bills that impact you and your business. The IIAM Legislative Bulletin is online and all bills may be viewed or saved from that site. Don't wait until the session is over. Check in regularly to see the bills and what the IIAM Legislative Committee is doing.

[Click here to visit IIAM's](#)

rescinded. The new Bulletin 10-01 has replaced 09-31. In essence, 10-01 rescinds 09-31 and allows the Bulletin issued in 1998 to stand. That Bulletin 98-15 has been made part of 10-01. To review, [click here](#).

## ***Legislative Conference & Convention Money Talks, but Communication is Key***

Legislative issues are certainly top of mind in the independent agency community. InsurPac, the Big "I" political action committee, achieved a record-setting goal of more than \$1 million in 2009 and the Big "I" is working to build and strengthen relationships with legislators who have supported the independent agency system. But personal communication is just as important. The Big "I" Legislative Conference & Convention offers an opportunity for members to visit Capitol Hill and educate legislators on the issues important to the success of their businesses and their livelihoods. Join the Big "I" March 3-5 in Washington, D.C. for the annual pilgrimage. The event includes a legislative briefing to educate agents on the issues and talking points, as well as opportunities to hear from a variety of powerful speakers from Capitol Hill and within the industry. Register by Jan. 29 and save 10% on the already low registration fee. Visit [www.iiaba.net](http://www.iiaba.net), go to *Events* and use the code EARLY2010.

## **Maryland 'I' Day-April 13, 2010**

Time: Registration begins at 8:00 a.m.  
 Place: Conference Center at the Maritime Institute  
 692 Maritime Boulevard  
 Linthicum Heights, MD. 21090  
 Cost: \$99.00 (Member of IIAM)  
 \$125.00 (Non-Member)  
 \$80.00 (Retiree)  
 C.E. Six (6) hours PENDING

Program: 9:00 a.m. - Noon: *'Turning Challenges into Opportunities'*

*A Panel Discussion-A panel of industry leaders will address the many concerns facing the insurance industry today. Representatives from both national and regional carriers, property/casualty insurance agencies, E&S agencies, and life/health agencies will be present and address 'health reform', 'the soft market', 'carrier appointments', 'delivery methods' and what the current legislative session may bring to the mix.*

*1:15 p.m.-4:15 p.m.: 'Errors & Omissions Mock Trial'-Join our battling attorneys as they present a 'typical' E&O case dealing with the 'ever present' problems associated with additional insureds and certificates of insurance. The case will be litigated by two practicing attorneys and include testimony from key witnesses. You*

*be the jury!*

Registration must be done online. You may pay by check, but still must register online. [Click here to register.](#)

**MARK YOUR CALENDAR!**

**IIAM'S 73RD ANNUAL INSTALLATION  
DINNER-'BULL ROAST & CASINO NIGHT'**

**JUNE 11, 2010  
The Turf Valley Resort**

**FOR MORE INFORMATION, CALL 410-766-  
0600!**

Shelley Arnold, CPCU, AU, ARM, AAI, ACSR  
Independent Insurance Agents of MD

[Forward email](#)

✉ **SafeUnsubscribe®**

This email was sent to iamarnold@aol.com by [iamarnold@aol.com](mailto:iamarnold@aol.com).  
[Update Profile/Email Address](#) | Instant removal with [SafeUnsubscribe™](#) | [Privacy Policy](#).

Email Marketing by



Independent Insurance Agents of MD | 2408 Peppermill Dr., Ste A | Glen Burnie | MD | 21061