

**From:** Independent Insurance Agents of MD <iiamarnold@aol.com>  
**To:** iiamarnold@aol.com  
**Subject:** Breakfast Bits from IIAM Week of 1-31-2011  
**Date:** Mon, Jan 31, 2011 7:00 am

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The Trusted Choice®

**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 31, 2011

Issue: 45

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



Happenings this week:

January 31, 2011-Legislative Committee Meeting 10:00 a.m.

[Your January/February Messenger is available online](#)

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[Dan Fulwider Community Award](#)

[2011 Legislative Conference](#)

[Trusted Choice](#)

[ACSR Tribute Day](#)

[Annual Installation Dinner](#)

**Is Your Agency Active in Their**

## Community?

If so, why not apply for the Dan Fulwider Award. The Deadline is March 1. Dan was the Government Affairs Coordinator and the Membership Liaison for IIA Iowa. He was passionate about giving back to the community. Dan passed away in 2009 after a valiant fight with cancer. IIABA has established the Dan Fulwider Award and will donate \$2500 to the charity of the winning agency's choice.

Apply today!

[Click here for guidelines and applications.](#)

The award will be presented at the 2011 IIABA National Legislative Conference April 13-15 at the Grand Hyatt in Washington DC.

## 2011 Legislative Conference and Convention April 13-15, 2011

IIABA will host their annual Legislative Conference and Convention. The keynote speaker at the Thursday breakfast meeting will be speaker of the House John Boehner. The breakfast meeting will be followed by meetings with Maryland's federal legislators. There is an exhibit hall and continuing education available. For information, a schedule, hotel registrations and conference registration forms, [click here.](#)

## Are you taking full advantage of 'Trusted Choice'?

Did you know that by using the Trusted Choice logo on business cards, stationery, promo items, your website, etc., your agency could receive up to \$500 to offset the costs. Reimbursements are on a first come, first served basis. Apply now! Visit [www.TrustedChoice.com/MRP](http://www.TrustedChoice.com/MRP) to download the Marketing Reimbursement Program Guidelines and application.

## Don't Forget ACSR Tribute Day-February 23, 2011

If you have not responded to your invitation to the 2nd Annual ACSR Tribute Day, notify Rebekah at [iambecka@aol.com](mailto:iambecka@aol.com). We will need to provide headcount soon.

### New Designation Program

#### IIAM Education Programs



#### UPCOMING SEMINARS:

#### Personal Automobile

14-Feb 2011  
9:00 AM

#### Principles of Insurance

AAI 81A  
24-Feb 2011  
8:30 AM

#### Certificates of Insurance

3-March 2011  
9:00 AM

#### P/C Licensing

7-March to 11-March

#### L/H Licensing4 & 5-April THIS WILL BE THE ONLY L/H LICENSING COURSE OFFERED BY IIAM THIS YEAR!

**SEATS AVAILABLE!!**

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

#### Legislative



Keep track of the bills that impact you and your business. The IIAM Legislative Bulletin is online and all

The event will be held at the Crowne Plaza Hotel in Timonium and includes a three hour FREE c.e. session in the morning. This years session will be 'Maryland Rules and Regulations'. Shelley Arnold will be the instructor.

The session will be followed by a luncheon and short awards ceremony.

Hats off to IIA Maryland's ACSR's.

## **MARK YOUR CALENDAR!!**

**Mark your calendar now for June 10, 2011 at the Turf Valley Resort.**

**IIAM's 74th Annual Installation Dinner/Bull Roast & Casino Night!**

**Proceeds from the dinner will be donated to 'The Wounded Warrior' Fund.**

**[Click here to register for the dinner](#)**

**[Click here to sponsor the dinner](#)**

## **IIAM now offers the Associate in General Insurance Designation Program!**

INS is now the Associate in General Insurance Designation (AINS). Built upon the INS certificate program, the new AINS designation provides a solid foundation to help you accelerate your career in insurance. The INS courses provide you with a comprehensive knowledge of principles, practices, policies, and coverages, while optional electives help you focus on areas relevant to your professional goals.

Beginning in March, IIAM will be offering the AINS program in a segmented format. Check out the [AINS Program page](#) for more information.

If you have any questions, please contact Rebekah Langford at 410-766-0600 or [iiambecka@aol.com](mailto:iiambecka@aol.com).

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

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bills may be viewed or saved from that site.

Check in regularly to see the bills and what the IIAM Legislative Committee is doing.

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

2011-Several Health Bills have been introduced. Also, pay special attention to SB136. Please send any comments regarding introduced legislation or legislation you would like to see to [iiamarnold@aol.com](mailto:iiamarnold@aol.com)



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