

Subj: **Breakfast Bits from IIAM Week of 10-12-09**
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BREAKFAST BITS

Issue: 22

DON'T FORGET TO FORWARD THIS TO YOUR STAFF!



This Week:

October 14-The Insurance Production Environment
October 15-Executive Committee Meeting
October 15-Certificates of Insurance

Of Note:

The National Flood Insurance Program has been extended to October 31, 2009.

As reported a few weeks ago, NCCI filed a proposed 3.2% increase in voluntary workers compensation loss costs. On October 1, 2009, the MIA approved the filing. It has an effective date of January 1, 2010.

SPECIAL HEALTH REFORM ALERT!

We thought the 'public option' was dead, but- Nelson has broken with liberal Democrats over the idea of a public insurance option. Meanwhile, 30 liberal senators wrote Senate

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IIAM Education Programs

Majority Leader Reid Thursday urging him to include a public option in the merged Finance and Senate Health, Education, Labor and Pensions Committee bill that will be considered on the floor. Sherrod Brown (D-Ohio); John D. Rockefeller (D-W.Va.); Russell D. Feingold (D-Wis.); Patrick J. Leahy (D-Vt.); Daniel K. Akaka (D-Hawaii); Tom Udall (D-N.M.); Kristen E. Gillibrand (D-N.Y.); Roland W. Burris (D-Ill.); Ron Wyden (D-Ore.); Debbie Stabenow (D-Mich.); Barbara Boxer (D-Calif.); Sheldon Whitehouse (D-R.I.); Michael F. Bennet (D-Colo.); Dianne Feinstein (D-Calif.); Jack Reed (D-R.I.); Jeff Merkley (D-Ore.); Frank R. Lautenberg (D-N.J.); **Benjamin L. Cardin (D-Md.);** Al Franken (D-Minn.); Robert P. Casey Jr. (D-Pa.); **Barbara A. Mikulski (D-Md.);** Daniel K. Inouye (D-Hawaii); Edward E. Kaufman (D-Del.); Arlen Specter (D-Pa.); Maria Cantwell (D-Wash.); Robert Menendez (D-N.J.); Bernard Sanders (I-Vt.); John F. Kerry (D-Mass.); Herb Kohl (D-Wis.); and Paul Kirk (D-Mass.).

(Make special note both of your Senators are in the pack). Write, email, call, do what you can to urge them to LISTEN TO THEIR CONSTITUENTS!

IIAM's 2nd Annual Legislative Summit

Date: November 4, 2009
 Location: The Conference Center at the Maritime Institute
 692 Maritime Boulevard
 Linthicum Heights, MD 21090-1952
 Toll Free (866)-629-3196
 Time: 8:00 a.m.-4:00 p.m.
 Cost: \$100.00 Member
 \$150.00 Non-Member
 C.E. **3 hours Ethics & 3 hours P/C L/H**
 To register on line, [click here!](#)
 For a flyer/registration, [click here!](#)
 If you wish to sponsor the event you may register online as well or email [Shelley](#) or call her at 410-766-0600.



UPCOMING SEMINARS:

SEATS AVAILABLE!!

**October 15-
Certificates of Insurance**

**October 21-
Commercial Automobile**

**October 29-
Workers Compensation
for Contractors (CRIS)**

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

New RLI PUP Application Approved



The new RLI [Personal Umbrella application 276 \(09/09\)](#) has been approved. The application includes expanded underwriting guidelines which are defined under the PUP Special section of the application. Due to the delay in getting the new application approved, RLI has extended the time it will accept the previous application. The application 276a (08/09) will be accepted through the end of 2009. Big "I" members have access to the RLI Personal Umbrella. To learn more about the RLI Personal Umbrella, [click here](#). If you have any questions about this product, contact Carla Short, iiamcarla@aol.com.

Big I Advantage®

RLI Personal Umbrella Webinar Scheduled

Agents will be trained on new e-signature and electronic payment process.

On Oct. 14 at 3 p.m. EST, the Big "I" will conduct a webinar for

agents to train them on RLI's new e-signature and electronic payment process.

[Register by clicking here.](#)

Best Practices

Best Practices Study Update Released Every three years, the Big "I" and Reagan Consulting team up for the Best Practices Study. This valuable research enables agencies to compare their operations to those of designated "best practices" agencies and examines the agency universe from a unique perspective. Recently, the Big "I" released an update to the most recent Agency Universe Study. Find out how your agency measures up with the 2009 Best Practices Study Update. Learn how best practices agencies have fared in the soft market and the down economy, and compare the updated findings to the 2007 Best Practices Study. [Click here](#) for more information, including a link to an online order form.

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

[Are you taking advantage of IIAM's Stimulus Package. Learn how to make Big 'I' Bucks to help pay for dues, classes and more!](#)

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