

Subj: **Breakfast Bits from IIAM Week of 10-19-09**  
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From: [iiamarnold@aol.com](mailto:iiamarnold@aol.com)  
To: [iiamarnold@aol.com](mailto:iiamarnold@aol.com)

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**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)**

October 19, 2009

# BREAKFAST BITS

Issue: 23

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



### This Week:

October 21-Commercial Automobile

### **SPECIAL NOTE, SPECIAL REQUEST!**

[House Bill 162](#) has caused quite a stir. This legislation eliminated the 20% rule for commercial accounts and workers compensation and requires carriers to notify the insureds of any premium increase 45 days in advance. What are your carriers doing? Please forward information regarding carrier processes to the association office. The requirement applies to all commercial accounts with the exception of those that have filed as 'Commercial Exempt Insureds'. Need to know more about Commercial Exempt Insureds? What are the qualifications, [click here](#).

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### **The ACSR program is coming to YOU!**

We are so proud of our ACSR's and of the program we are bringing the entire program to four locations around the state. The entire nine modules will be offered at our BWI facility, in Salisbury, Elkton

**IIAM Education Programs**

and in Hagerstown. You and your staff can sign up for one module or the entire program (the program discount will save the agency big bucks!)

### The Program:

For an overview of the program and a the modules, [click here](#). Personal Lines CSRs need to complete modules 1-5 and pass the examination at the conclusion of each class to earn the personal lines ACSR designation. The commercial lines CSRs are required to complete modules 4-9 and pass the examination to earn the commercial designation. If a candidate is unsuccessful, they may retest for a nominal fee. Retests will be done at the BWI facility.

### Continuing Education:

Each module carries six (6) c.e. credits. We have filed and received approval for Maryland, Delaware and Pennsylvania. So if you are on the Eastern Shore, but your employee has a Delaware license, they may still earn the c.e. credits and the designation.

### Waivers:

To learn about waivers available for those that have or are working on the CISR program, contact Rebekah at [iiambecka@aol.com](mailto:iiambecka@aol.com).

Are you ready to start working toward your ACSR designation?

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

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

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

For Hagerstown students, dates and instructors are being finalized. They should all be confirmed and on our website at [www.iiamd.org](http://www.iiamd.org) within the next week.

## 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](mailto:Shelley) or call her at 410-766-0600.

To date, we have five legislators (Senate-Finance-THOMAS M. MIDDLETON. House of Representatives-Economic Matters-JAMES J. KING, ROGER MANNO, BRIAN K. McHALE, WARREN E. MILLER ) attending and the Commissioner Tyler.

## Maryland Young Agents Committee - Young Agents Define Opportunity



### UPCOMING SEMINARS:

SEATS AVAILABLE!!

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

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

Two words sum up your future and the future of the independent agency system - Young Agents - the next generation that will lead the Independent Insurance Agents of Maryland (IIAM). Young agents are the future. Now is the time to seize all of the opportunities available and prepare to assume the mantle of leadership within the agency and the independent agency system.

### **Our Mission:**

- To attract, DEVELOP, and educate young independent insurance agents.
- To increase productivity through IMPROVING communication skills in sales, marketing and management.
- To PROMOTE good community relations.

### **YAC Membership Tiers:**

YAC Voting Committee: \$50.00 Membership Fee - A Member in Good Standing of the IIAM, Licensed Insurance Agent 40 Years Old or Younger or Licensed Less Than 5 Years in the State of Maryland.  
 YAC Associate Member: \$25.00 Membership Fee - An Associate Member in Good Standing of the IIAM, not a Maryland agent or broker, but work in the insurance industry.  
 YAC Chartered Member: \$25.00 Membership Fee - A Member in Good Standing of the IIAM, Licensed Insurance Agent Over 40 Years & Licensed More Than 5 Years in the State of Maryland.

[Click Here to become a YAC Member!](#)

## **Regulation**

Effective July 16, 2009, COMAR 31.03.14 Notice of Payment Options When premium Financing Option is Offered was amended. The change clarifies that disclosure is only required when an alternative payment plan is offered.

.04 Notice of Payment Options

A. With respect to property and casualty insurance policies, an insurance producer may not finance an insurance premium unless the insurance producer first makes a disclosure to the applicant or insured that:

(1) Provides the applicant or insured with a comparison of the costs and terms of the premium finance agreement with the insurer's alternative payment plan or plans, if the insurer offers an alternative.

## **Agency Shield Program: A Hands-on Demonstration for Improving Productivity in Your Agency**

Still contemplating taking the ASP Challenge? The Agency Shield Program™ is an online insurance agency E&O self-assessment program that enables an agency to review its processes and procedures to identify potential exposures to E&O claims. Join the

Swiss Re ASPTM team for a webinar providing a live hands-on demonstration of how the process works and how it will ultimately help you and your agency improve workflows to avoid E&O claims. A walk-through of the ASP process, from completing the self-assessment survey to updating project tracking sheets, will be included. Participants will also learn about the support available during the entire process. Upon completion of ASP, agents may be eligible for a 10% credit on their Swiss Re E&O policy. The webinar will be conducted on Oct. 28 at 2 p.m. EDT. [Click here](#) to register for this 30 minute presentation.

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