

Subj: **Breakfast Bits from IIAM Week of 10-25-2010**  
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October 25, 2010

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

Issue: 41



Happenings this week:

October 27-Commercial Liability-CRIS

## Certificates Remain a Nightmare!

Our Legislative Committee is working with the Maryland Insurance Administration to address the problems agents are facing with Certificates of Insurance. There appears to be two problems: 1) the use of the new ACORD forms; and perhaps even more troubling, 2) the rising use of 'proprietary certificates', especially from municipalities.

We need your help. If you receive a request for a certificate on a proprietary form, please send us the form. We have forms from Baltimore County, Howard County, Prince Georges County and from the Baltimore City Schools. We have been told by Carroll County

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### IIAM Education Programs



Government that they will continue the acceptance of the ACORD forms. What is your city/county doing?

Information such as this can help us present our case of the need for a 'uniformed/standard' certificate form.

If you have any questions, contact [Shelley](#) at the association office.

## **BIG "I" TO CONDUCT COUNTRYWIDE CERTIFICATES OF INSURANCE WEBINAR OCT. 27**

*Virtual University—to continue certificates of insurance education effort and discuss marketplace pushback.*

ALEXANDRIA, Va., - The Big "I" announced that the Virtual University will be presenting a webinar titled "Certificates of Insurance and Marketplace Pushback" on Oct. 27 at 1:30 p.m. Eastern.

"The independent agency system has been negatively impacted by unreasonable and too often onerous requests for certificates of insurance and related documentation," says Madelyn Flannagan, Big "I" vice president of agent development, education and research. "Owners, general contractors, lenders, landlords and others are making demands that agents and insurers simply cannot comply with—legally or practically. Continuing education efforts, such as the Virtual University webinars, are key to preventing many of the risks."

**TITLE:**           **Certificates of Insurance and Marketplace Pushback Webinar**

**PARTICIPANTS:**

Bill Wilson, Big "I" associate vice president and Virtual University director; Stuart Powell, Independent Insurance Agents of North Carolina (IIANC) vice president of insurance operations & technical affairs; Bill Perkins, Florida Association of Insurance Agents (FAIA) education instructor (moderator)

**DATE:**            Wednesday, Oct. 27, 2010

**TIME:**            1:30 to 3:30 p.m. EDT

**REGISTRATION:** Click [HERE](#) or go to <https://www1.gotomeeting.com/register/498601409>

**COST:**            \$79.00

"Although they obviously serve an important function, certificates of insurance typically generate little or no revenue while

### **UPCOMING SEMINARS:**

[CRIS Commercial Liability](#)  
October 27, 2010

[Directors & Officers](#)  
November 10, 2010

[CRIS Auto, Surety, Etc.](#)  
November 17, 2010

[Next P/C Licensing Class](#)  
December 6, 2010

**SEATS AVAILABLE!!**

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

#### **Legislative**



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

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

creating significant labor and monetary costs for agencies," says Bill Wilson, CPCU, ARM, Big "I" associate vice president and Virtual University director. "To complicate matters, ACORD's licensing agreement compels agents to discontinue use of pre-September 2009 editions of the ACORD 24/25. This webinar will focus on the most critical issues involving certificates and provide an update on 'pushback' developments."

"The Big 'I' is committed to the education and professional development of those who choose careers in the independent agency system or simply want more information," says Robert A. Rusbuldt, Big "I" president and CEO. "We continue to cultivate interest and education in the industry through programs like the Virtual University, the Diversity Program, InVEST and other continuing education (CE) resources."

## **NFIP Extended**

The 'Flood Insurance Extension Act of 2010', was signed into law by President Obama on September 30th. The Act will extend the National Flood Insurance Program until September 30, 2011. IIABA/IIAM hope that the one year extension will provide the needed stability and security for the NFIP and its five and a half million policyholders. IIABA will continue to work for a long-term extension and much needed permanent reforms, such as increases in maximum coverage limits and the addition of optional business interruptions insurance.

## **Preferred Risk Policy Eligibility Extension**

There's good news for property owners who have been newly mapped into a high-risk flood area. FEMA is introducing cost saving insurance options through the NFIP that may benefit property owners. If a building has been newly mapped into a high-risk flood zone, the property owner may be eligible for significant savings with the NFIP's new Preferred Risk Policy Extension. While the PRP Extension option provides temporary relief, revisions to the NFIP's grandfather rules will offer a more permanent premium reduction.

For information, including FACT sheets, etc., [click here!](#)

## **Maryland Earns 'Excellence in Insurance Education' Award from IIABA**

The IIA Maryland was recognized by the Independent Insurance Agents & Brokers of America (IIABA or the Big "I") for their outstanding Excellence in Insurance Education (EIE) Awards at the recent education convocation in San Francisco.

"The Big 'I' Excellence in Insurance Education awards recognize the tremendous contributions made by our state associations in their efforts to improve education," says Patty Padon, chair of the Big "I" Virtual University curriculum and research committee and benefits consultant for Pat Campbell Insurance in Las Cruces, N.M. "The continuing education needs of our agents could not be successfully met without the hard work and dedication of the men and women who head education efforts at our state associations."

"IIAM's education programs are a complete offering from licensing to designation programs. We appreciate the work of the Education Director, Rebekah Langford, ACSR and the many instructors dedicated to IIAM's Education Program," says Shelley Arnold, President, IIAM.

## NEW MIA BULLETINS/NEW EFFECTIVE LEGISLATION

### **BULLETIN 10-29**     [Individual Sureties](#)

#### **HOUSE BILL 825** (Chapter 441) -Vehicle Laws - Required Security - Minimum Amounts

Increases the minimum motor vehicle liability coverage limits from \$20,000 for any one person and \$40,000 for two or more persons to \$30,000 and \$60,000, respectively.

Effective: January 1, 2011  
[Click here to see HB825](#)

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

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