

From: Independent Insurance Agents of MD <iiamarnold@aol.com>

To: iiamarnold@aol.com

Subject: Breakfast Bits from IIAM Week of 10-3-2011

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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
Website: www.iiamd.org

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DON'T FORGET TO FORWARD THIS TO YOUR STAFF!

For the September/October issue of Messenger, [click here](#)!

NEW: "ISO's New 2011 Homeowners Program" Webinar Scheduled

It's been eleven years since ISO changed the homeowners program and 2011 is the year for it. A lot has changed in society over the last decade and it was time to revise the policy. Your resident "Insurance Nerds" of Bill Wilson of IIABA and David Thompson of the Florida Association of

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IIAM Education Programs

Insurance Agents will be your hosts for this 90 minute class which will show you what has changed as well as what has not changed in the newest version of ISO's homeowners policy. Some of the changes are good for the customer, while others are bad. Bill and David will show you the good, bad, and the ugly!

A sampling of subjects includes a reduction in coverage for personal property in a self-storage facility, a reduction in coverage for CDs in an automobile, increased coverage for business personal property off premises, a discussion of the "risk of direct physical loss wording, wording relating to vermin, theft coverage for college kids, the ever controversial coverage for riding mowers and "toy cars" that kids get for their four and five year old birthday, several condominium issues, coverage for homes owned by a trust, a new option to provide theft in a dwelling under construction, liability coverage for dog bites, and a new twist on personal injury liability.

November 2, 2011

1:30 - 3:00pm Eastern

Tuition - \$79

[Click here to register.](#)

[Click here](#) to visit the Big "I" Webinar page, which includes a session description.

Real Time Survey

If your agency has not had the chance to complete the Real Time/Download Campaign's agency technology survey, please do so before the survey today. Our association fully supports this survey conducted by the industry's Real Time/Download Campaign (www.getrealtime.org). No matter how "automated" you feel your agency is, your input is extremely valuable. If you receive this survey from more than one organization with which you're affiliated, please only respond once per agency.

Please take the survey now by going to this link: <http://bit.ly/AgentSurvey>

Those who participate in the survey will also be eligible to enter a drawing in which several \$50 gift cards will be awarded based upon the numbers of agencies which respond to the survey. Last year's survey provided invaluable insights to the industry which helped numerous carriers and vendors to continue to improve and broaden the innovative workflows they provide to their agencies.

Thank you very much for taking the survey.

Past Maryland Insurance Commissioner Steven Orr now at IWIF

R. Steven Orr joins IWIF as Senior Vice President, Information Systems



UPCOMING SEMINARS:

[Insurance Ethics](#)
[06 Oct 2011 9:00 AM](#)

[The Insurance Production Environment](#)
- AAI 83B
[12 Oct 2011 8:30 AM](#)

Commercial Property Insurance for Contractors
[October 19, 2011](#)

Commercial Insurance INS23B
[October 25, 2011](#)

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 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

R. Steven Orr, CPCU, recently joined IWIF Workers' Compensation Insurance as senior vice president of Information Systems. Mr. Orr is responsible for managing all aspects of IWIF's information systems operations.

Prior to joining IWIF's senior leadership team, he was a consultant to IWIF for nine months. Other past experience includes president of Life Settlement Providers, Maryland Insurance Commissioner, and senior vice president and chief information officer for Universal Underwriters group, a member of Zurich Financial Services, Inc. He has also been an entrepreneur having started and run a computer integration business in Baltimore for 14 years.

Mr. Orr has more than 30 years experience in insurance, banking and small business. He holds a CPCU (Chartered Property Casualty Underwriter) and Certificate of Insurance designations, a bachelor's degree from Wake Forest University, and a master's in business administration from the Darden School of the University of Virginia.

He is a congregant of Epiphany Episcopal Church in Dulaney Valley where he serves as senior warden.

Tell us what you think

We will be celebrating our 75th Annual Installation Dinner in June 2012. We want your opinion as to 'how' we should celebrate.

Please take a few minutes to take this very short survey.

[Click here for survey!](#)

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

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