

Subj: **Breakfast Bits from IIAM Week of 12-20-2010**
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The Trusted Choice®

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DON'T FORGET TO FORWARD THIS TO YOUR STAFF!



Happenings this week:

Last Call...register NOW!

[1-4-2011 Insurance Ethics](#)

The Association office is closed on Christmas Eve, December 24, 2010 and New Year's Eve, December 31, 2010.

We wish everyone a happy and blessed Christmas and a healthy and prosperous New Year!

[Your November/December Messenger is available online](#)

Fee or Commission...that is the Question?

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[ACSR Tribute Day](#)

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IIAM Education Programs



Changes over the past few years have led agencies and carriers to revisit their compensation models. Changes initiated by the Spitzer cases, the New York disclosure requirements, and even the continued soft market have led agents and carriers to adopt new methods of compensation for insurance placement. In an effort to determine how the marketplace is evolving with respects to producer compensation, we need your help in answering a very short survey.

[Take our Short Survey](#)

Are you 70 or older?

Maryland has always been good to our senior agents. Reaching the age of 70 has the advantage of a 'waiver' for continuing education requirements in Maryland.

However, we have recently been advised that the 'waiver' does not apply to the three (3) hour MANDATORY Ethics requirement. So if you are 70 or older, you are still required to complete the three hours in Ethics.

IIAM's next Ethics class is scheduled for January 4.

Register by clicking the link above or to the right.

IIAM is pleased to Announce our 2010 ACSR of the Year

Cheryl Jones, ACSR, of the W. Ray Huff Agency in Pasadena, has been named the 2010 ACSR of the Year. Ms. Jones will receive the award at the 2nd Annual ACSR of the Year Tribute Day. The 'special event' will take place on February 23, 2011 at the Crowne Plaza Hotel in Timonium. The day will begin at 8:30 a.m. and will kick off with a FREE * three (3) hour seminar. This year, Shelley Arnold will present 'Maryland Rules & Regulations'. The continuing education session will be followed by a luncheon and awards ceremony.

ACSRs are treated to the festivities FREE of charge. Those wishing to accompany their ACSRs receive a discounted price of \$50 for the entire morning session and luncheon. The day is open to members only.

Invitations were mailed to ACSRs this week. Please RSVP as soon as possible. You may RSVP by sending an email to Rebekah Langford at ijambecka@aol.com. Registrations will also be taken online. Just go to www.iiamd.org and to Education.

Our 'hats off' to Cheryl for a job well done. We look forward to

UPCOMING SEMINARS:

[Insurance Ethics](#)

4 Jan 2011
9:00 AM ·

[Contractual Risk Transfer
in Construction](#)

12 Jan 2011
8:30 AM ·

[Best Practices E&O Loss
Control](#)

20 Jan 2011
9:00 AM ·

[Principles of Insurance -](#)

[AAI 81A](#)

2 Feb 2011
8:30 AM ·

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](#)

seeing all of our ACSRs in February.

BIM WEBSITE TRAINING WEBINAR

For all you folks who recently registered for [Big "I" Markets](#), remember you can participate in a webinar from the comfort of your office to help you learn how to navigate around the system. Every Thursday at 2:00 p.m. EST we'll show you how to navigate the Big "I" Markets platform, including how to submit a quote! Register for the webinar by sending an email with your name and company name to bigimarkets@iiaba.net. Include "Website Navigation Webinar" in the subject line or body of your email. A recording of this webinar can be found under "Publications" after logging into Big "I" Markets.

MARK YOUR CALENDAR!!

Last year was such a success, the Board of Directors decided to repeat the event. If you missed last year, you missed a great time.

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

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

New Trusted Choice Web Links

On December 16th the Trusted Choice website became totally, 100%, consumer focused.

Maryland's Board of Directors voted in 2009, to become an 'all in' state meaning that all of our agencies would be required to pay the additional dues and sign the 'pledge of performance'. To date, we have a 92% completion of member agencies signing the pledge of performance. The dues payment percentage is 100%. Many thanks to all of you for making the transition for the association office so effortless. We appreciate your assistance and cooperation.

In order to access resources on the site you will need to use the following shortcut:

Agent/Brokers: www.trustedchoice.com/agents

Also, here are a few other shortcuts you may use regularly

Logos and Usage Guidelines: www.trustedchoice.com/logo

Frequently Asked Questions: www.trustedchoice.com/faq
License Agreement: www.trustedchoice.com/licenseagreement
I urge everyone to take advantage of the many resources on the Trusted Choice website. If you are looking for something to share with your insureds, this is the place.

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

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