

Subj: **Breakfast Bits from IIAM Week of 1-25-2010**
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DON'T FORGET TO FORWARD THIS TO YOUR STAFF!



This Week:
February 4-Principles of Insurance AAI81A

Track new legislation on our [2010 Legislative Bulletin](#)

[Click here](#) for your January/February 'Maryland Messenger'

Legislative Update:

Last year **HB162** was passed with an effective date of 1-1-2010. This bill eliminated the 20% rule and made it necessary to notify a policyholder of a commercial policy or workers compensation policy of 'any' increase. The bill provided three methods of compliance:
(G) An insurer shall be considered to have met the notice requirement of this section if, not less than 45 days before the effective date of the renewal policy the insurer has sent:
(1) to the named insured, a renewal policy that includes the renewal

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**IIAM Education
Programs**

policy premium;

(2) to the named insured *and insurance producer, if any*, a written notice of renewal or continuation of coverage that includes the renewal or continuation premium; or

(3) to the named insured *and insurance producer, if any*, a renewal offer that includes a reasonable estimate of the renewal policy premium.

IIAM testified against HB162 last year. Our concern is carriers will chose option 1 and in essence leave the producer of record out of the loop. IIAM has worked with both chambers and have requested the introduction of a clarifying bill, which would include the highlighted terms above in the #(1) option. To see the bill [click here](#). Senate Bill 236 and House Bill 249 will both be heard on February 2nd.

We have tracked carrier responses and what each is doing to comply and the responses have been across the board, with many opting for (1). It is our hope that the bill will be passed and therefore require the carrier to send the policy to the producer at the time sent to the insured. This could be electronically as well as paper.

We would ask that the membership track not only the carrier response, but also any problems that arise due to the revised (eff. 1-1-2010) language. We recognize that if the producer does not have the renewal information, it is a) difficult to service that client, and b) could lead to a potential E&O if the agent does not have the renewal information/policy to review.

Your continued support in this matter is appreciated.

Trusted Choice® Disaster Relief Special Fund Established to Help Efforts in Haiti

Tax-deductible contributions assist those affected by disasters.

ALEXANDRIA, Va. -The Trusted Choice® Disaster Relief Fund created a matching fund for Big "I" employees who want to donate to money dedicated exclusively to providing assistance to the victims of the Haiti earthquake.

"Although the Trusted Choice® Disaster Relief Fund historically has been used just for relief following domestic disasters, the tragic consequences and enormity of need due to the recent earthquake in Haiti has prompted an outpouring of interest in helping with the relief and recovery efforts in Haiti," says Dave Evans, Trusted Choice® executive director. "To put the resources to the best and most efficient use, the money collected by our dedicated Haiti fund will be donated specifically to help the people of Haiti via recognized tax-exempt charitable organizations that are providing needed emergency services and resources in Haiti."

Any funds donated to the dedicated Haiti fund under the Trusted Choice® Disaster Relief Fund in excess of the matched funds allocated will still go to benefit those in need in Haiti, just without a matching grant from the Trusted Choice® Disaster Relief Fund.



UPCOMING SEMINARS:

SEATS AVAILABLE!!

**February 4- Principles
of Insurance AAI81A**

**February 12-
Certificates of Insurance**

**P/C LICENSING
February 22-26**

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

Legislative Session Activity



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. Don't wait until the session is over. Check in regularly to see the bills and what the IIAM Legislative Committee is doing.

Click here to visit IIAM's
Legislative Bulletin

"The Trusted Choice® Disaster Relief Fund allows us to financially assist victims when and where a disaster strikes, rather than raising the funds after the fact when each second on the clock is so precious," says Bob Rusbuldt Big "I" president & CEO. "Our disaster relief fund has distributed hundreds of thousands of dollars across the country in some of the most hard-hit areas, such as in the aftermath of 9/11, Hurricane Katrina and other significant disasters. The extreme and heart-breaking need in Haiti prompted a new use for this fund and I'm proud of our staff for their generosity."

The Trusted Choice® Disaster Relief Fund was established by the IAA Educational Foundation of the Big "I" to assist those who have suffered losses due to natural or man-made disasters. The foundation is a 501(c)(3) entity and all contributions are tax deductible.

To make a tax-deductible contribution to the fund or to apply for a grant, go to www.independentagent.com and click on "About Us" and then "Trusted Choice® Disaster Relief Fund." To contribute via check, send a check payable to the "Trusted Choice® Disaster Relief Fund" to:

Attn: Lillian Carter
Trusted Choice® Disaster Relief Fund
127 S. Peyton St.
Alexandria, VA 22314

TOP INSURANCE CARRIER CEOS TO ADDRESS BIG "I" LEGISLATIVE CONFERENCE & CONVENTION

CNA, The Hartford, Fireman's Fund and Safeco to participate

"The Big 'I' CEO panel is a unique opportunity for some of the top insurance carriers in the country and our members to interact," says Robert A. Rusbuldt, Big "I" president and CEO. "We look forward to hearing insights from some of the top experts in the insurance industry."

The insurance carrier CEO panel, which will take place in a general session, will allow the Big "I" membership to hear and participate in a discussion of some of the most important issues pressing independent insurance agents and the industry including: economic challenges facing insurance carriers, agents, and the industry; the property-casualty insurance cycle; insurance regulatory reform; health care reform; the need for attracting new talent to the industry; and other challenges and opportunities facing the independent agency system. The session will also include a state of the association address by Big "I" chairman David Daniel.

Highlights of the Big "I" Legislative Conference & Convention, which will take place March 3-5, will include in-depth issues briefing sessions; appearances by numerous high-profile speakers discussing important insurance and national issues

confronting lawmakers as well as agents and brokers; and hundreds of meetings on Capitol Hill between Big "I" agents and brokers and their elected representatives in the Congress.

For registration and hotel information, go to www.independentagent.com and select the "Events and Conferences" link. Journalists interested in attending, please contact Margarita Tapia, director of public affairs, at (800) 221-7917 or margarita.tapia@iiaba.net for media registration.

ACSR Tribute Day

February 24, 2010

By now, Maryland ACSRs should have received their invitation to the 2010 Tribute Day. The Tribute will be held at the Crowne Plaza in Timonium and will include a luncheon as well as a three hour continuing education seminar. The seminar and luncheon are FREE to Maryland ACSRs.

If you are an ACSR and did not receive an invitation or if you are attending and haven't yet RSVP'd, please notify Rebekah Langford at 410-766-0600 or iiambecka@aol.com.

We are proud of your accomplishments and hope to see you!

Maryland 'I' Day-April 13, 2010

Time: Registration begins at 8:00 a.m.
 Place: Conference Center at the Maritime Institute
 692 Maritime Boulevard
 Linthicum Heights, MD. 21090
 Cost: \$99.00 (Member of IIAM)
 \$125.00 (Non-Member)
 \$80.00 (Retiree)
 C.E. Six (6) hours

Registration must be done online. You may pay by check, but still must register online. [Click here to register.](#)

MARK YOUR CALENDAR!

IIAM'S 73RD ANNUAL INSTALLATION DINNER-'BULL ROAST & CASINO NIGHT'

JUNE 11, 2010
The Turf Valley Resort

[Click here for information & to Register!](#)

Shelley Arnold, CPCU, AU, ARM, AAI, ACSR
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