

Subj: **Breakfast Bits from IIAM Week of 4-12-2010**
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April 12, 2010

DON'T FORGET TO FORWARD THIS TO YOUR STAFF!

Issue: 34



This Week:

April 13-Maryland 'I' Day-Maritime Institute
April 15-Executive Committee Meeting

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

[Click here](#) for your March/April 'Maryland Messenger'

'In Home Business Policy-RLI' changes

We are pleased to inform you that a power point presentation of the 2010 changes for RLI's IHB Program are now available on IIAM's website, www.iiamd.org, under "Insurance Programs". Please take a few minutes to view this slideshow. This presentation is an overview of changes occurring, starting in June 01, 2010.

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IIAM Education Programs

You will also find the following materials on our website:

- [New IHB forms & endorsements eff June 01, 2010](#) (not all endorsement are applicable to every policy - please see insured's dec page for list of endorsements)
- [New IHB Application eff June 01, 2010](#)
- [New IHB Classes eff June 01, 2010](#)
- [New IHB Maryland Rates and Rating Guide](#) eff June 01, 2010
- [2010 IHB Notice to Policyholder](#) - description of changes



UPCOMING SEMINARS:

SEATS AVAILABLE!!

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

Big "I" Professional Liability Program April 15 Webinar Scheduled for VRC Subscribers

Webinar will help subscribers navigate the VRC.

National staff has invited existing VRC subscribers to participate in a webinar scheduled for April 15 at 2 p.m. Eastern Time. The webinar will provide subscribers with an overview of the VRC to make sure they are aware of all of the benefits. We hope the webinar will inspire greater usage and increased renewal subscriptions.

[Click here](#) for a link to the invitation that was already sent if you are interested in joining.

For more information, contact David Hulcher (david.hulcher@iiaba.net).

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

April showers can bring on more than just flowers. Make sure your insureds are prepared!

If you sell Flood insurance you are required to have two hours of Flood credits every renewal cycle. If you don't yet have your two hours of Flood check out the schedule below. We offer two sessions each day.

April 20 - NFIP Flood in Easton (The Avon Dixon Agency)
9am-11am and 1pm-3pm

April 21 - NFIP Flood in Salisbury (Wicomico Public Library)
10am-12pm and 1:30pm-3:30pm

April 22 - NFIP Flood at the IIAM Headquarters in Glen Burnie
9am-11am and 1pm-3pm

You can register for any of the above seminars online by visiting our [website](#). If you have any questions please contact

Rebekah Langford at 410-766-0600 or iiambecka@aol.com.

MARK YOUR CALENDAR!

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

JUNE 11, 2010
The Turf Valley Resort

Registration includes a three (3) hour afternoon c.e.
session, 'Hot Buttons' (A \$60. Value)

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

Establishing Replacement Cost for Homeowners

It can be argued that determining the replacement cost on a homeowner's policy is more of an art form than it is a science. Yet with most carriers it costs less than \$100 a year to boost homeowner's coverage by tens of thousands of dollars for insureds who need it. Did you know you can get a report with a home's replacement cost estimate for \$7.95 at <http://www.accucoverage.com>, which accesses the same building-cost database that insurers use?

Read more about how smart homeowners can assess their insurance needs in [this article](#) that appeared in the Washington Post over the weekend. You may even want to consider showing the article to your clients and prospects to help illustrate the things you are telling them about their coverage needs.

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