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Subject: Breakfast Bits from IIAM Week of 4-19-2010

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DON'T FORGET TO FORWARD THIS TO YOUR STAFF!

Issue: 35



This Week:

April 20-Flood Class-IIAM Headquarters

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

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

**Expired National Flood Insurance Program
Extended-Temporarily AGAIN!**

Program expired on March 28.

WASHINGTON, D.C., -The Independent Insurance Agents & Brokers of America (the Big "I") on April 16, commented on the latest short term extension, **until May 31, 2010**, of several programs including the National Flood Insurance Program (NFIP).

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IIAM Education Programs

A few weeks ago, the Senate left town for the Easter recess without voting on extending the NFIP, thereby resulting in the program's expiration. The House had previously approved, by unanimous consent, a \$9 billion measure containing one-month extensions of several programs including unemployment insurance, COBRA subsidies for health benefits and flood insurance. Senate leaders of both parties hoped to have their chamber approve the same bill before the Easter break, but Sens. Tom Coburn (R-Okla.) and Jim Bunning (R-Ky.) objected to the House bill saying it was not funded. A similar scenario occurred in early March.

"It is alarming that the NFIP was allowed to expire, causing so much confusion and potentially leaving desperate homeowners and small businesses unprotected for more than two weeks," says Robert Rusbuldt, Big "I" president and CEO. "The Big 'I' is greatly concerned that these short expiration periods, coupled with the uncertainty of temporary extensions, will negatively impact the market."

In theory, the NFIP will now return to normal operations and, since the extension is also retroactive, then any new policy applications or renewals that were signed and submitted during the hiatus will be effective from the date of application (or in the case of waiting periods, the waiting period will start from the date of application).

"This series of temporary extensions, last minute actions and service lapses during such a delicate period in our economy is of great concern to our agents, homeowners and small businesses," says Charles Symington, Big "I" senior vice president of government affairs. "Though we are grateful that Congress extended this program, we are increasingly frustrated by these repeated one-month extensions and the periods of expiration that sometimes result from them. The National Flood Insurance Program is meant to provide some level of stability and protection for homeowners and businesses against dangerously unpredictable and costly flooding events, not to be an unpredictable 'here one minute-gone the next' program subject to monthly congressional action. The Big 'I' strongly urges Congress to pass a long term extension of this critical program."

In the 110th Congress, the Flood Insurance Reform and Modernization (FIRM) Act of 2007 made progress in the House and Senate. The legislation would have extended the program for five years and made significant and needed reforms to help put the program on sound financial footing. This summer, similar legislation was introduced in the House of Representatives.

Add Some 'Life' To Your Agency!

Could your agency use a boost to its cash flow? Could you use a boost in your income? That's a loaded question as it's hard to imagine anyone answering no. The tougher question is, how?

Big "I" Employee Benefits has teamed up with [LifeSource](#) to



UPCOMING SEMINARS:

April 27-E&O Loss Control in Salisbury

April 27-Professional Development-BWI

April 28-WC for Contractors-CRIS-BWI

May 3-7 P/C Pre-Licensing

May 6-Commercial Property-Salisbury

SEATS AVAILABLE!!

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](#)

offer you a full suite of life, disability, annuity and critical care products which, with high first year commissions, are typically great ways to infuse premium into your agency. LifeSource is more than just a market provider, though. It offers a dedicated sales and case management team to assist you during the sales process, including development of proposals, dealing with underwriting issues that may arise, and getting the case bound. So if a perceived lack of product knowledge has made you reluctant to aggressively sell life, disability and annuity products, you only have to ask if your clients are interested in learning more about those products and then pass them on to LifeSource. This is the same way the very successful bond program works.

LifeSource maintains relationships with over 200 carriers, and they closely partner with a subset of these carriers to offer a product suite with the depth necessary to meet almost any client need. LifeSource's technology-driven insurance distribution solutions include the most advanced Internet-based capabilities and the pre-eminent administration system to support all aspects of processing with multiple insurance companies. For more information contact Christine Muñoz at christine.munoz@iiaba.net, or if you are ready to quote, submit a request by logging onto [Big "I" Markets](#) and selecting Big "I" Employee Benefits LifeSource from the offline product menu.

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!](#)

Where else can you get three hours of continuing education credits, a cocktail reception, a bull roast/shrimp feast and a casino night...all for \$80!

Bring your staff! This is a reasonable way to say 'Thank You' to your staff. A table of 8 is \$600.

Did You Know?

A good question came up during one of our meetings last week. The discussion related to the new ['Sole Proprietor' form](#) and someone questioned whether there was a way to determine if a risk carried workers compensation insurance? Some way that GCs could check if a sub had insurance. Well there actually is. There is a link on the Maryland Workers Compensation Commission website that allows you to enter either the company name or the FEIN number.

Make sure that your contractors have this [website](#). The site is administered by a third party, outside of the Comp Commission and information is based on that info supplied by WC Carriers, so there is no guarantee...but it is a start!

ACSR Comes to Salisbury!

What is the ACSR Program?

The following schedule of classes will be held at the Wicomico Library (122 S. Division Street, Salisbury 21801). All classes begin at 9:30 a.m. and conclude at 4:30 p.m.

[4-27-2010](#) E&O Loss Control (qualifies for the 10% Loss Control Credit from SwissRe/Westport).

[5-6-2010](#) Commercial Property

[5-17-2010](#) Professional Development

[6-30-2010](#) Commercial General Liability

[7-14-2010](#) Commercial Automobile

[10-20-2010](#) Miscellaneous Commercial Lines

It's not too late to take advantage of HUGE discounts when registering for the entire program.

Register today! We have had to **cancel our flood program** in Salisbury for lack of registrants. We don't want to cancel ACSR! For details contact, Rebekah at iiambecka@aol.com.

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

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