

Subj: **Breakfast Bits from IIAM Week of 5-17-2010**
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May 17, 2010

DON'T FORGET TO FORWARD THIS TO YOUR STAFF!

Issue: 36



This Week:

May 17-Professional Development-Salisbury
May 18-Certificates of Insurance-BWI
May 20-Executive Committee Meeting
Track 2010 Bill Status on our [2010 Legislative Bulletin](#)

[Click here](#) for your May/June 'Maryland Messenger'

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ACT to Host Free Webinar on How Social Networking Impacts Agency E&O

Noted industry experts to discuss E&O risks and considerations when using Internet social networking.

The Independent Agents & Brokers of America's Agents Council for

IIAM Education Programs

Technology (ACT) will host a free webinar titled "Agency E&O Considerations when Social Networking," on Thursday, May 20 from 2:00 to 3:00 p.m. EDT.

TITLE: "Agency E&O Considerations when Social Networking"

PARTICIPANTS: Sabrena Sally, Westport Insurance/Swiss Re; Colleen Murphy, Goldberg Segalla; David Hulcher, Big "I" director of agency E&O risk management; Rick Morgan, ACT social web work group chair; Jeff Yates, ACT executive director.

DATE: Thursday, May 20, 2010

TIME: 2:00 - 3:00 p.m. EDT

REGISTRATION:

<https://www1.gotomeeting.com/register/182872192>

COST: FREE

"Independent agencies and brokers are increasingly taking advantage of the benefits of social networking in order to generate new relationships, develop prospects and enhance their communications with current clients," says Jeff Yates, ACT executive director. "As with any new communications tool, there are agency errors and omissions risks associated with it. This ACT webinar explores the major agency E&O risks involved with social networking and provides specific guidance on how agencies can manage those risks most effectively."

This is the third in a series of webinars hosted by ACT's Social Web Work Group addressing the most frequent questions from agents regarding the use of social media. The first webinar discussed the experiences agent and carrier representatives have had in setting up a social web policy for their organizations. It supplemented an ACT report titled, "Creating a Social Web Policy for Your Independent Agency." The second webinar was an introduction to social media for independent agents. Recordings of the first two webinars, the social media policy guide, along with several additional articles and resources on how independent agencies can use the Social Web effectively, are available by going to www.iiaba.net/act and clicking on the "Websites & Social Media" link.

MIA Bulletin 10-15 - Licensing Issues

The Maryland Insurance Administration is in the process of migrating their producer licensing services into a new system. Until implementation is complete producers may submit a new application or a renewal application to the MIA:

- Submit a paper copy of the Uniform Initial or Renewal application with the appropriate fee directly to the MIA through regular mail; or
- Submit an online application via the National Insurance Producer Registry (NIPR) available on NIPR's website at www.nipr.com.



UPCOMING SEMINARS:

Certificates of Insurance
May 18-BWI

Contractual Risk Transfer
CRIS
May 26

Other Commercial Lines
AAI82B
June 9

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](#)

The Bulletin states that it takes the MIA 10-14 business days to enter a paper application and they can only confirm that a paper application has been received.

The MIA is asking carriers to accept a demographic screen print from their licensing system that shows the approval of the renewal application. This screen print may be faxed and may be requested by contacting the customer service unit at the MIA at 1-888-204-6198.

[Click here for Bulletin](#)

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.

RLI Changes & Updates

In-Home Business (IHB):

The RLI IHB Quick Rater is now available. The Quick Rater may be found on our website, www.iiamd.org and RLI's website, www.rlicorp.com.

Personal Umbrella (PUP):

New Personal Umbrella Changes, effective 7-1-2010

The RLI Maryland Rates and Policy Forms will change as of 7-1-2010. There are no underwriting or application changes. RLI will have one set of policy provisions used in the majority of states and then each state will be tailored with amendatory endorsements.

The following should be reviewed by producers writing the RLI PUP:

- [Power Point](#) presentation to review changes
- [Cover Letter](#) to be sent to insureds

- [Specimen Policy](#)

Because provisions have changed, RLI will begin sending the full policy to each insured at renewal for the one year term. The letter above will be sent with the policy. Once the insured has received a new policy with the new provisions, RLI will return to sending only the updated declaration pages at renewal.

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

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