



Independent Insurance Agents of Maryland, Inc.
2408 Peppermill Drive, Suite A
Glen Burnie, Maryland 21061
Telephone: 410-766-0600
Fax: 410-766-0993
Email: iiamarnold@aol.com
Website: www.iiamd.org

May 18, 2009

BREAKFAST BITS

Issue: 10

DON'T FORGET TO FORWARD THIS TO YOUR STAFF!



This Week:

5-18-09 Commercial Property, AAI

5-19-09 Ethics

5-20-09 Risk Management

Note: Carla will be out of the office the entire week attending the Westport Administrator's meeting.

IFA Article Causes Some Confusion

The Association office and members of the Board have received numerous phone calls regarding a recent article appearing in the May issue of 'Insurance & Financial Advisor', regarding compensation disclosure. IIAM wants to clarify the statement "...disclosure of income anything but a good idea" in the article was the personal opinion of John Darlington and not that of the IIAM or Mr. Darlington as legislative chairman. In fact, IIAM had posted 'Voluntary Disclosure Guidelines' on their website several years ago in response to the growing concerns of our membership during the Spitzer campaign. The IFA article is clear in that Mr. Darlington, as legislative chairman welcomed the opportunity to meet and discuss the issue with Commissioner Ralph Tyler.

IIAM has sent a letter to IFA clarifying the comments as Mr. Darlington's personal opinion and not those of IIAM.

In This Issue

[IFA Article Causes Confusion](#)

[Accidents Happen!](#)

[Governor Signs Legislation](#)

[Protect Your Agency!](#)

[IIAM Education Calendar](#)

IIAM Education Programs



UPCOMING SEMINARS:

SEATS AVAILABLE!!

**Contractual Risk
 Transfer
 (CRIS Program)
 5-27-09**

IIAM has not adopted an 'official' position, but certainly has concerns. We look forward to meeting with the Insurance Commissioner to address the concerns of our membership.

To read the IFA article, [click here](#).

To read IIAM's 'Voluntary Disclosure Guidelines', [click here](#).

ACCIDENTS HAPPEN!

That's why your customers have homeowners and auto insurance. However, if your customers aren't protected by a personal umbrella policy, their house and financial assets could be at risk.

A personal umbrella policy (PUP) substantially increases overall liability coverage with an extra layer of protection beyond the basic coverage provided by underlying personal lines policies. The low-cost PUP is designed to PROTECT YOUR CUSTOMERS AND THEIR FAMILIES against a catastrophic lawsuit or judgment.

We have teamed up with RLI to offer you a personal umbrella policy with coverage limits of \$1, \$2, \$3, or \$5 million. No underlying carrier information is required. Getting a rate is easy and coverage is very affordable.

Obtain your immediate RLI PUP quote - [click here!](#)



Governor O'Malley Signs Off! (on bills that is)

On May 7th, the following bills were signed by the Governor:

HB72 Prohibits a person from using text messaging while driving.

HB162 Requires an insurer to send a specified notice to the named insured and insurance producer of any increase in the renewal policy for workers compensation and commercial insurance.

HB164 Prohibits an insurer writing automobile insurance and homeowners from imposing a surcharge, re-tiering a risk or removing a discount because of specified events occurring more than three years from the date of the renewal or policy.

HB165 Prohibits an insurer from canceling a policy of personal or commercial insurance unless specific requirements are met.

HB868/SB792 Prohibits the issuance of portable electronics insurance unless specified materials are available to the prospective customers at a specified location and in a specified manner. The materials must include a summary of coverage and a disclosure about other insurance that may be available.

SB909 The Workplace Fraud Act-Prohibits certain employers from failing to properly classify individuals who perform work for pay by

**Two Day Licensing
CRAM
8-17 & 8-18, 09
Requires a minimum of
1 year experience &
affidavit approved by
Insurance Department**

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

**Don't forget the
72nd Annual
Installation Dinner
June 12, 2009
The Turf Valley
Resort**

[Dinner Registration](#)

[Dinner Sponsor Form](#)

the employer. It authorizes the Commissioner of Labor to investigate and determine if violations have occurred and to enforce methods to determine if an employer/employee relationship exists for purposes of proper classification.

SB959 Requires IWIF to be an authorized insurer under the scrutiny of the Maryland Insurance Administration.

To see a complete list of insurance bills offered and those passed (highlighted in yellow), visit our [Legislative Bulletin](#).

FYI: The condominium bill, HB287, to become effective on 6-1-09, has not yet been signed by the Governor.

PROTECT YOUR AGENCY! Request an E&O quote from Westport!

When you know you have the BEST agency E&O protection, you can focus on growing your most important asset - YOUR BUSINESS!

For 25 years, the Big "I" Professional Liability Program underwritten by Westport Insurance Corporation, a member of the Swiss Re Group (rated A Excellent by A.M. Best), has been the premiere choice of IIABA member agents for insurance agents and brokers E&O insurance.

The Big "I" Professional Liability Program offers not just a policy, but a comprehensive program for insurance agents. Over the past two decades the Big "I" Professional Liability Program, underwritten by Westport Insurance Corporation, a member of the Swiss Re Group, has grown into the largest and most stable insurance agents E&O program in the nation.

EXCLUSIVE TO SWISSRE POLICYHOLDERS:

- * **Risk Management Website** - E&O claims frequency data, real-life case studies and analysis, sample client letters, sample agency procedures, agency E&O self assessments, podcasts on important E&O topics, and much more.
- * **ASP Program** - an affordable and easy to implement tool to reduce E&O exposure, improve client service and build sustainable, profitable processes. Policyholders that complete the Agency Shield Program™ will receive a 10% E&O premium credit good for three years on their next renewal.
[Click Here](#) to obtain the Westport Application. Email or fax the completed application to [Carla Short](#) or 410-766-0993.

Don't have a Westport E&O but need the protection of an Umbrella?? Let SwissRe quote the coverage you need!

Secure your agency's future with the largest writer of agents professional liability in the country.

The minimum underlying requirements are as follows:

- E&O - \$1,000,000/\$1,000,000.
- GL - \$500,000 per Occurrence; \$500,000 PI & Adv Liability; \$1,000,000 Products/CO Aggregate; \$1,000,000 General Aggregate; \$500,000 CSL BOP - if staff rated; \$1,000,000 CSL BOP - if other than staff rated.
- Automobile - For 1-9 owned autos, \$500,000 CSL or \$500,000/\$500,000/\$250,000; For 10 or more autos or drivers/autos that do not meet guidelines, \$1,000,000 CSL or \$1,000,000/\$1,000,000/\$500,000; Uninsured/Underinsured Motorists (where required by law), limit equal to the BI limit.
- Employers Liability - \$100,000/\$100,000/\$500,000
- Watercraft - \$1,000,000 PI or CSL
- Employee Benefits Liability - \$500,000 each employee/\$500,000 aggregate (must match GL BI limit if higher).
- Terrorism - None, will be quoted but Insured's option to purchase

Required Primary Coverage:

- Insurance Agents E&O
- Comprehensive General Liability
- Commercial Automobile Liability
- Employers Liability (if employees present)

Umbrella Excludes:

- Aircraft
- Employment Practices Liability
- Directors & Officers
- Other Professional Liability Lines
- Uninsured/Underinsured Motorists (except where mandated)

[Click Here for the Umbrella Application](#). Click Here for the [Umbrella Supplement](#) (for non Westport insureds only). Sent it to Carla...same contact as above.

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

[Are you taking advantage of IIAM's Stimulus Package. Learn how to make Big 'I' Bucks to help pay for dues, classes and more!](#)

[Forward email](#)

✉ **SafeUnsubscribe®**

This email was sent to iiamarnold@aol.com by iiamarnold@aol.com.

[Update Profile/Email Address](#) | Instant removal with [SafeUnsubscribe™](#) | [Privacy Policy](#).

Email Marketing by



Independent Insurance Agents of MD | 2408 Peppermill Dr., Ste A | Glen Burnie | MD | 21061