



Main Street

INDUSTRY NEWS

INSIDE

The Professional
Insurance Agents
of Nebraska
Iowa 68th Annual
Convention | 28

*Carrier Ratings: Do You Have the
Necessary Process in Place? » 7*

.....

*Special Report: PIA Sharply Critical
of the CHOICE Act » 14*

.....

*Huge: California's Single Payer
System Price Tag » 21*

.....

*Curbing Insurance Fraud:
Car Surveillance » 24*





PUTTING YOU FIRST. BUILDING RELATIONSHIPS THAT LAST.

You want to work with people who understand what's important to you.
That's why we protect and value trust above all else. Trust in tomorrow.
[Contact us today.](#)

[AUTO](#) | [HOME](#) | [FARM](#) | [BUSINESS](#)



Trust in Tomorrow.

Did you know?

Did you know that PIA's company council, The PIA Partnership, has conducted nationwide research about the insurance buying preferences of small business owners?

The research is encouraging because it found that small business owners strongly prefer independent insurance agents as they make choices in today's online world.

However, the results also serve as a wake-up call that agents must take steps to continue to demonstrate their value and also be more engaged online.

PIA and the companies belonging to The PIA Partnership have created a public website that helps agents understand PIA's findings.

PIA members also have access to a private website containing a series of strategies and tools to help them stay ahead of online competition in commercial lines.

To access the newest PIA Partnership project, ***Small Business Insurance & The Internet – The Voice of the Commercial Lines Customer***, visit us at www.pianet.com/voiceofthecustomer.

If you are not a PIA member and want to access all of the tools available through this program, contact us for a membership application or visit us online at www.pianet.com/joinpia.



Local
Agents
Serving
Main Street
America™

National Association of Professional Insurance Agents
400 N. Washington St., Alexandria, VA 22314-2353
www.pianet.com | membership@pianet.org | (703) 836-9340

Contents

Carrier Ratings: Do You Have the Necessary Process in Place? | 7

Over the next few months, rating agencies such as A.M. Best, Demotech, S&P, etc., will be carefully dissecting the financials for nearly every insurance carrier in the marketplace.

PIA National Opposes Write-Your Own Changes | 8

Both the House and Senate have taken up the task of reauthorizing the National Flood Insurance Program (NFIP).

Update: WannaCry Virus and More | 10

Experts are still trying to find out who launched the WannaCry ransomware attack a couple of weeks ago.

The First Quarter of 2017: An Insurance Loss | 12

The A.M. Best First Look—1Qtr 2017 U.S. Property/Casualty Financial Results report said the first quarter of 2017 is the first quarter in five-years that the insurance industry has shown a net underwriting loss.

Special Report: PIA Sharply Critical of the CHOICE Act | 14

PIA National reacted instantly to last week's House passage of the CHOICE Act.

Trump Cuts Crop Insurance: PIA Opposed | 17

President Trump's just proposed budget has a cut of \$46.54 billion for agriculture programs and \$855 million in the budget for the Department of Agriculture.

Scammers Scamming Insurance Call Centers | 20

Cyber attacks are problem enough but insurers are also now targets for call center fraud. Pindrop is a telephone security firm and it finds, believe it or not, these people are successful.

Huge: California's Single Payer System Price Tag | 21

Democratic California Sen. Ricardo Lara — Bell Gardens — wants California to do away with

health insurance companies and put together a government-run health care system.

Keeping Up with ObamaCare Repeal & Replace | 22

It used to be we tried to keep up with the Joneses.

Mergers & Acquisitions: High Prices Going Even Higher | 23

The value of insurance agencies continues to grow.

Curbing Insurance Fraud: Car Surveillance | 24

Big brother comes to auto insurance. So, to speak. Digital Recognition Network (DRN) has released information from data it has gathered and said — in a roundabout way — auto carriers are monitoring 75% of U.S. cars.

How Much Would You Pay for Lunch with Warren Buffett? | 33

Most who read this can't come close to being able to afford the honor of buying lunch with financial and insurance legend Warren Buffett.

PIA NE IA EVENTS

The Professional Insurance Agents of Nebraska Iowa 68th Annual Convention | 28

Upcoming Events Calendar 2017 | 34

ADVERTISEMENTS



Contact us to place an ad. Cathy Klasi, Executive Director
(402) 392-1611

Think  first

"Your response was quick, your people professional, and you immediately provided me relief from a stressful allegation. Thank you."

New England Agent



"Utica was supportive and professional... Utica was the most up-standing carrier in a multiple carrier occurrence."

Midwest Agent

"I don't think there could be any area of improvement. The direction given by Company representatives was great. The attorney was first class all the way."

Great Lakes Region Agent



Trust

Utica National with Your Agency's Reputation

We appreciate how hard you have worked to build your business and reputation. We wouldn't want a mishandled claim to take that all away.

If you are faced with a potential claim situation or accusation, the Utica National claim team will guide you through the process.

- **EARLY INTERVENTION.** Call us about incidents that could lead to a claim. Chances are good we've had experience with similar scenarios and can help you navigate to the best conclusion.
- **NEED LEGAL HELP?** Should a claim become a lawsuit, our in-house claims counsel and outside law firm partners understand the legal issues unique to agency errors and omissions litigation.
- **LASER-FOCUS ON AGENTS' ERRORS AND OMISSIONS.** Our E&O claims team includes experienced attorneys and is focused solely on Agents' E&O.

Put your trust in Utica National's Agents' Errors and Omissions and get the help you need when you need it!

For more information, contact your Utica National Errors & Omissions agency representative or visit www.uticanational.com/EO for agent contact information.



Utica National Insurance Group
Insurance that starts with you.®

Utica Mutual Insurance Company and its affiliated companies, New Hartford, NY 13413
www.uticanational.com • 1.800.274.1914  

Main Street INDUSTRY NEWS

PIA FOR NEBRASKA AND IOWA

PIA Association for Nebraska and Iowa is committed to focusing its resources in ways that cast the most favorable light on its constituents. We are dedicated to providing the type of programs, the level of advocacy, and the dissemination of information that best supports the perpetuation and prosperity of our members. We pledge to always conduct ourselves in a manner that enhances the public image of PIA and adds real value to our members.

SUBSCRIBE OR COMMENT

Professional Insurance Agents NE IA

Attention: Editorial
Main Street Industry News
920 S 107 Avenue, Ste. 305
Omaha, NE 68114

Email: office@pianeia.com
Ph: 402-392-1611
www.pianeia.com

The PIA NE IA, **Main Street Industry News** reserves the right to edit your comments to fit space available. We respectfully ask that you keep the comments to 200-300 words.



Join Our Facebook Fan Page
Professional Insurance Agents of NE IA

ADVERTISING QUESTIONS

Cathy Klasi, Executive Director
(402) 392-1611

.....
This publication is designed by **Strubel Studios**.

IS YOUR E&O X-DATE HERE?

Considering a change?

Let the PIA quote your E&O

Joyce Royal

(402) 392-1611
Joyce@pianeia.com



*E&O Coordinator
Joyce Royal*

Carrier Ratings

Do You Have the Necessary Process in Place?



by Curt Pearsall, CPCU, AIAF, CPIA

Over the next few months, rating agencies such as A.M. Best, Demotech, S&P, etc., will be carefully dissecting the financials for nearly every insurance carrier in the marketplace. Based on these reviews, there is the potential that some carriers' ratings could change. Does your agency have a process in place to manage this key issue?

Managing Carrier Ratings

Every agency should have an established minimum financial rating for the carriers they do business with. While a minimum rating of "A-," using the A.M. Best rating approach, is common among agencies, how your E&O carrier addresses insolvency in the policy form should be a consideration.

As rating agencies begin to publish their findings, it is vital for your agency to have a process to secure the most up-to-date information. There are many approaches. Based on the number of carriers your agency does business with, including carriers used by the wholesalers you do business with, identifying carriers' ratings can be a time-consuming process. It is suggested that agencies look for an automated approach to secure this key information.

A.M. Best has a tool that is part of its Key Rating Guide that provides email alerts on important information pertaining to various carriers. There is a fee for this service, but the information is timely. Visit www.ambest.com/sales/krg to learn more. The website includes a video demonstrating the guide's capabilities and functionality to help determine if this approach is right for your agency.

Get It in Writing

Not many carriers are downgraded each year. For example, an agency could have a carrier going from "A+" to "A." While agency management may want to examine the situation more closely, there will probably not be any further action needed. But what would your agency process be if one of your carriers was downgraded from "A-" to "B"?

If this happens, identify the clients with those carriers. If the carrier is used by a wholesaler, the wholesaler should be able to provide this information unless that information was captured in your agency system.

It is then suggested to give those clients a written notice. The document should explain the situation advising the client that the coverage was placed with an insurance carrier that was recently downgraded. The explanation

of the rating as provided by the rating agency should be included. For example, in the A.M. Best methodology, a “B” rating is defined as “Fair,” a “B+” is “Good,” etc.

Inform your client that you are not in a position to attest to the carrier’s future status and that there is the potential for the carrier to be unable to satisfy its obligation to pay claims. A primary goal of this written document is to educate the client to enable them to make an informed decision on whether they want to continue or discontinue coverage with the current carrier. Include language advising the client that the agency would be willing to remarket the account to a carrier with a higher rating. In addition, tell the client that there is no guarantee that the premium will be equal to or less than what the client is currently paying or that the coverage will be identical.

The client must make a decision and communicate that decision in writing to the agency. In essence, what direction does the client want the agency to take? Some agencies have the choices noted on a document and require the client to check the box that indicates their decision.

Be Ready

There may not be many carriers whose rating changes in 2017, but what if one of those carriers is one you do business with? Make sure you have the necessary process in place.

PIA National Opposes Write-Your Own Changes



Both the House and Senate have taken up the task of reauthorizing the National Flood Insurance Program (NFIP). PIA National supports the reauthorization and recognizes the:

- Need to reauthorize over a multi-year period
- Improvement of the claims process
- Encouragement of private market involvement

PIA National’s Executive Vice President and CEO Mike Becker said a deal was brokered

in the House Financial Services Committee to drop Write-Your-Own (WYO) reimbursement from 30.9% to 27.9% over three years. That section of one of seven bills the committee is looking at has been passed and will be forwarded to the entire House.

“Our position is straightforward: As an agents’ association, PIA will not endorse a provision which will likely result in a cut to agent compensation. Accordingly, PIA will continue to oppose this legislation,” Becker said.

Jon Gentile is PIA National’s Vice President of Government Regulations. He said insurers say cuts in those percentages will be passed down. “Unfortunately, PIA cannot support this legislation due to the cut to the WYO reimbursement rate. Doing so will ultimately hurt consumers as agents leave the program. We continue to oppose this bill and will continue to work with Congress to find a way forward on NFIP reauthorization that recognizes the crucial role independent agents play in the NFIP.”

He went on to say, “One of the goals of reforming the NFIP is to increase sales of policies, especially preferred risk policies, to put the program on a firmer financial footing. Reducing agent compensation undermines that goal by applying a disincentive to increasing sales. It could lead to an exodus of qualified independent agents from the flood program, similar to the one that occurred from the Affordable Care Act (ACA) when agent commissions were cut.”

Gentile said what Congress is not remembering is how important the independent insurance agent is to the WYO program and to consumers. “Homeowners and business owners alike turn to their independent insurance agents for help in protecting their

property from losses due to flooding. That’s why PIA will oppose this legislative package that lowers the WYO reimbursement rate without protections for agents,” Gentile said.

A letter sent to the committee by the National Association of Mutual Insurance Companies (NAMIC), the Property Casualty Insurers Association of America (PCI) and the American Insurance Association (AIA) reiterated the PIA position.

“We oppose the legislative package in its current form as it will likely negatively impact consumers and not provide the reforms needed to encourage growth of a private flood market as an alternative,” the letter read.

WYO companies and independent insurance agents write 86% of all NFIP policies and those policies affect 4.29 million policy holders.

“We are concerned ... that several provisions in the draft legislation would dramatically reduce private sector participation in the program by adding new regulatory burdens for Write-Your-Own companies and agents while simultaneously imposing a below-market cap on their reimbursement rates for existing services provided,” the letter concludes.

And the groups agree with PIA that these changes will limit options for consumers and will ultimately raise — and not lower — costs to consumers and to government as it moves more consumers to the already debt-loaded NFIP.

Sources: PIA National, InsuranceNewsNet, Insurance Business America, Carrier Management



Update

WannaCry Virus and More

Experts are still trying to find out who launched the WannaCry ransomware attack a couple of weeks ago. Researchers at cyber security firms Symantec and FireEye say evidence they've uncovered says the attack came from North Korea's hacking group Lazarus.

Ben Read of FireEye said, "The shared code likely means that, at a minimum, WannaCry operators share software development resources with North Korean espionage operators."

North Korea denies involvement.

The WannaCry virus and other recent ransomware attacks has impacted insurance. And that impact is both negative and positive.

Aon Benfield and Beazley did a study of ransomware attacks. It is titled **Aon Benfield's Cyber Update: 2016 Cyber Insurance Profits and Performance** and the study found the

number of ransomware attacks quadrupled from 2015 to 2016. In their report, Aon researchers Jon Laux and Craig Kerman said this has led cyber insurers to see a jump in the loss ratio to 57.7. That's a 16% rise from 2015.

On the other side of the coin, the study found cyber insurance premiums grew roughly 30% to \$1.34 billion between 2015 and 2016

"For insurers providing cyber insurance, these results illustrate the potential for both extremely good and extremely bad underwriting outcomes, and underscore the importance of managing limits," they wrote.

Aon Risk Solutions Senior Vice President Jim Trainor also commented on the study. He said it includes data from 138 insurers in the U.S. "One of the challenges of cyber is that it is a very complex environment. Bad actors use and exploit infrastructure both in and out of the United

States. A lot of groups who conduct such criminal activity don't reside in the U.S. This makes it increasingly challenging for both government and companies to protect themselves because those attacking them don't actually reside in the locations in which they operate," he said.

Ken Crerar of the Council of Insurance Agents and Brokers said the CIAB has released its current cyber study. ***The Council of Insurance Agents & Brokers' Cyber Insurance Market Watch Survey*** said clients are now more up to speed on the type — and how much — insurance they need. The conclusion is insurers selling cyber insurance can, and should, anticipate growth in policy purchases.

Other survey conclusions:

- 32% have purchased at least some form of cyber coverage
- In the last six-months 27% purchased that insurance for the first time
- 44% increased coverage in the last six-months
- 76% with cyber insurance have stand-alone policies

"As brokers become more experienced with cyber exposures, they are growing their knowledge of this new breed of risk. This is a good sign, as brokers play an increasingly crucial role in both cyber risk mitigation and post-event response. The globally-launched WannaCry/WannaCrypt ransomware file encryption exploit is a prime example. Brokers are actively advising clients on the preventative steps to take now to increase the chance of escaping the virus, which has infected hundreds of thousands of systems," Crerar said.

And on those preventative steps, James Gow — the senior vice president of the Property

& Casualty Practice at Corporate Synergies — said a big part of the problem business has with ransomware attacks is uneducated employees and suggests employers set up an education program. It should contain:

- Instructions for employees to regularly change their passwords for software, email and other programs.
- A standard framework on how information is shared within the company.
- A policy for how sensitive information is asked for and given. Not everyone in the company needs to have sensitive information.
- An employee identification policy.
- A safe document management system and disposal services.
- Regular employee testing on security policies to make sure they understand social engineering and hacking scams so confidential and sensitive information is not handed out.

Two last items. The electronic signature service DocuSign has admitted that hackers gained temporary access to its database. It contained the email addresses of customers which is why there was a surge in phishing emails sent to DocuSign users. Those emails encouraged recipients to open a Microsoft Word doc that contained malicious software.

If you are a user, updates on the hack are available by [clicking here](#).

And last. Target has settled its multi-state hack from Christmas of 2013 for \$18.5 million. In December of that year and January of 2014, over 40 million credit and debit card users had their information stolen.

Sources: *PropertyCasualty360.com, Insurance Business America, Insurance Journal*

The First Quarter of 2017

An Insurance Loss



The A.M. Best First Look—1Qtr 2017 U.S. Property/Casualty Financial Results report said the first quarter of 2017 is the first quarter in five-years that the insurance industry has shown a net underwriting loss.

The loss is \$841.5 million and is a far cry from the \$2 billion net profit in underwriting in the first quarter of 2016.

According to A.M. Best:

- Net income dropped to \$7.3 billion — a 45% decline from 2016's first quarter
- Net investment income rose 9.5% to \$11.9 billion
- Half of that was offset by a \$5.9 billion loss in other income
- The industry surplus hit a record \$696.9 billion driven by \$8.5 billion in unrealized gains, surplus gains and a reduction in stockholder dividends

A.M. Best said the P&C industry combined ratio for the first quarter is 99.7 compared to 97.7 in the first quarter of last year.

Another impact is catastrophe losses. They came in at \$7.6 billion. That's up 48% from a year ago and accounted for 6 points on the combined ratio.

A.M. Best also noted that the results — of course — will vary depending on the insurer. AIG, Allstate, CNA, The Hartford and Chubb all had a better quarter one than a year ago.

Liberty Mutual and Travelers saw profits fall from storm losses.

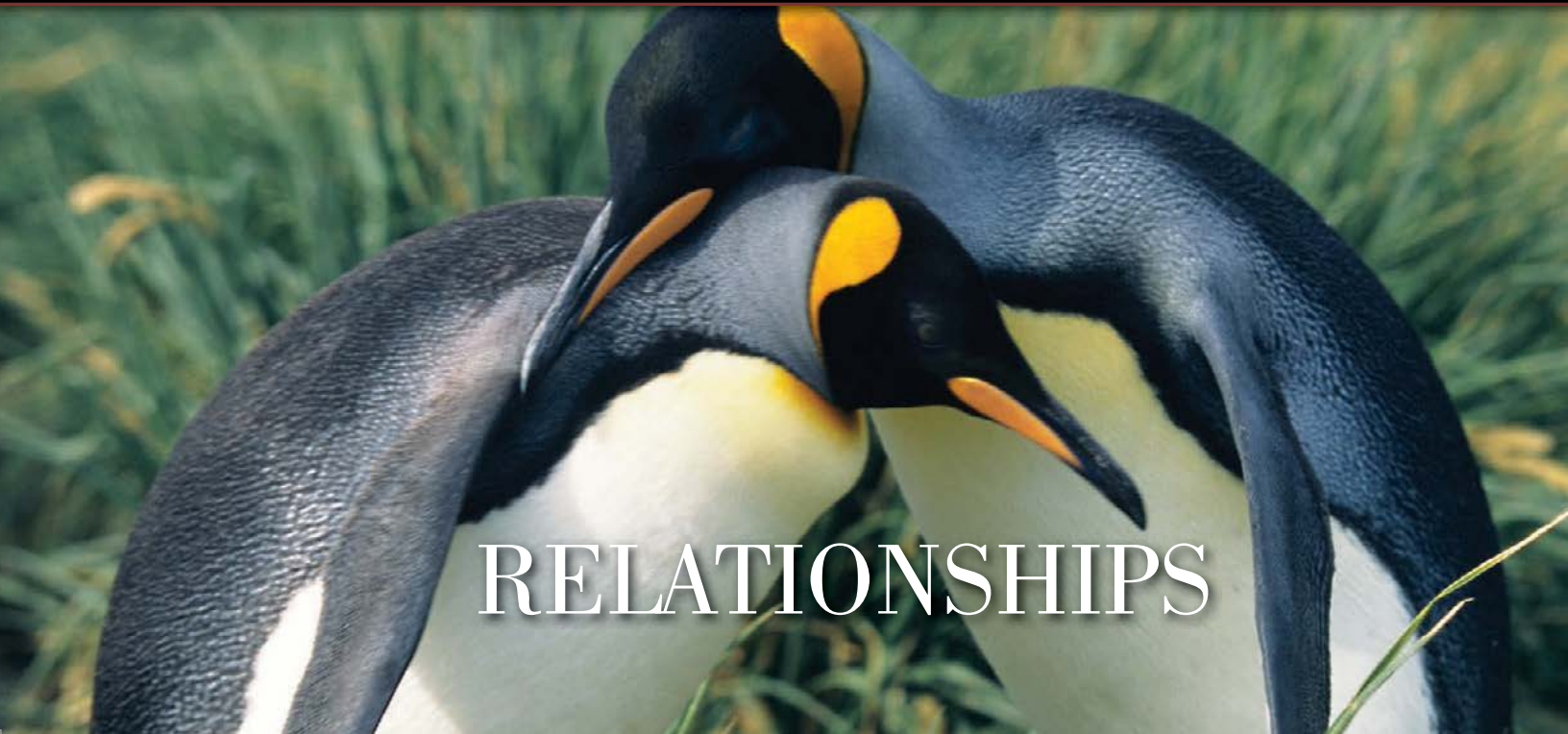
Source: Insurance Journal

YOU KNOW OUR FINANCIAL STRENGTH

Motorists Insurance Group includes 11 companies, operating in 24 states, serving 14,000 agents and providing security to countless policyholders. Our district sales managers have field underwriting authority and work with you one-on-one as an extension of your agency.

Join Us

MEGAN WETLI MEGAN.WETLI@MOTORISTSGROUP.COM | 614-225-8389
CHRISTOPHER SNYDER CHRISTOPHER.SNYDER@MOTORISTSGROUP.COM | 513-490-5816



Your business is cyclical.
Utica understands that.

That's why you can spread out your E&O payments over a 10-month period. And — more good news — it's interest free! Plus, there are no fees for EFTs and less hassle for you!

Isn't it great when things are made easy for you?

To learn more, contact:

PIA of Nebraska & Iowa
(402) 392-1611
www.pianeia.com



Utica National Insurance Group®

Utica Mutual Insurance Company and its affiliated companies, New Hartford, NY 13413
www.uticanational.com

Phone: 315-734-2000 / Toll-free: 1-800-274-1914
Fax: 315-734-2986 • E-mail: webeo@uticanational.com

SPECIAL REPORT

PIA Sharply Critical of the CHOICE Act

PIA National reacted instantly to last week's House passage of the CHOICE Act. It's the reform of the Wall Street reforming Dodd-Frank Act. The story following this one looks at the CHOICE Act in more detail.

The concern of PIA National — says association Executive Vice President & CEO Mike Becker — is not the CHOICE Act as much as it is the Office of the Independent Insurance Advocate (IIA) it places within the U.S. Department of the Treasury.

That office replaces the controversial and poorly executed Federal Insurance Office (FIO). The person running the IIA office will be appointed by the president for a six-year term and then ratified by the Senate.

“The CHOICE Act is designed to roll back the regulatory overreach of the Dodd-Frank Act. Unfortunately, it also contains a provision that would create a new, expansive and unnecessary federal insurance bureaucracy. The Independent Insurance Advocate could quickly become a federal insurance czar

with no supervision, positioned to usurp our strong and effective system of state insurance regulation. It runs counter to the purpose of shrinking the federal footprint,” Becker said.

PIA National's Vice President of Government Regulations Jon Gentile agreed it is a definite overreach.

“If one were to draft a proposal to extend the reach of the federal government over the insurance industry, this provision of the CHOICE Act would fit the bill. It's disappointing and frankly inexplicable for the CHOICE Act, which removes power from Washington in so many ways, to be used to increase the federal role over insurance,” Gentile said.

PIA National testified before the House Committee on Financial Services before the CHOICE Act was passed and noted these problems with the bill's language. The testimony began with a defense of the state regulation of insurance.

“State regulation has served the insurance industry and consumers well for over one hundred years. Any attempt to increase federal regulation of insurance is inappropriate and the intervention of federal bureaucrats with little knowledge of their needs would negatively impact policyholders,” the written testimony noted.

These are the issues PIA had with the bill as it is constructed:

Senate-confirmed term: This elevates the office focusing on insurance to an inappropriately high degree in the context of our already strong system of state insurance regulation.

Separate office budget: The latest discussion draft provides the Advocate's office with its own budget in the president's budget request. The bill also includes language allowing the Secretary of Treasury to provide the Advocate with such services, funds, facilities, and other support services as the Advocate requests and the Secretary approves, so a separate budget isn't necessary.

Permission for Advocate to hire employees: Attorneys, analysts, economists, and other employees can be hired as may be deemed necessary. This provision plants the seeds for the bureaucratic overgrowth of an unnecessary, and large, federal office.

Prohibition on Secretary of the Treasury taking action: It will delay or prevent the issuance of any rule or the promulgation of any regulation by the Independent Insurance Advocate and prohibits the Treasury Secretary from intervening "in any matter or proceeding before the Independent Insurance Advocate, unless otherwise specifically provided by law."

In the testimony, PIA National said, "We are struck by how powerful this position will be. We also question what regulations, rules, or proceedings the Advocate's office will issue or supervise if this provision is not intended to create an office meant to grow into a regulatory bureaucracy."

Authority to observe all aspects of insurance industry:

The Advocate can then identify issues or gaps in the regulation of insurers; this authority has historically been delegated to states in accordance with the existing framework of state insurance regulation.

Scope of office: The latest discussion draft states that its scope of authority will include all insurance lines except for health insurance, long-term care insurance, and crop insurance. The National Flood Insurance Program (NFIP) is conspicuously absent from that list. This list of exceptions may open the door to allow the Advocate's office to administer the NFIP, a change that PIA National would oppose.

Administration of Terrorism Risk Insurance Act (TRIA) program:

The TRIA program was restructured to be overseen by the FIO in Dodd-Frank Act. The TRIA program functioned well from 2002-2010 without the FIO's involvement and could function again without the involvement of this new office.

Administration and implementation of the National Association of Registered Agents and Brokers (NARAB):

FIO already seems to have taken the authority for administering the implementation of the NARAB, a power with which it was never provided. In fact, we would support new language specifically stating that the Advocate's office will not administer NARAB. If the goal is to avoid a Washington-centric approach, addressing these issues would slow the momentum of the FIO/ Advocate's office in the regulation of insurance.

At the time, this story is being written on Sunday afternoon, June 11, just one insurer has spoken out on the CHOICE Act. To no one's surprise it's MetLife and the voice is

provided by MetLife Chairman and CEO Steven Kandarian. He supports the CHOICE Act and ripped the Dodd-Frank Act and — in particular — its establishment of the Financial Stability Oversight Council (FSOC) and the way that body designated non-bank insurance companies as systemically important financial institutions (FSOC) in an arbitrary manner.

“Singling out a few large insurance companies for redundant regulation harms competition, leads to higher prices and less financial protection for consumers, and fails to make the financial system safer. The life insurance industry is already subject to a strong and proven state regulatory system with capital rules designed to address risks associated with the insurance business model,” Kandarian said.

It also must be noted that MetLife got a SIFI designation from the FSOC and was thrilled when a federal judge supported the company’s lawsuit over the designation and rejected it.

“If insurance companies engage in activities that pose a risk to the financial system, primary regulators should target those activities directly. An activities-based approach is a better way to address systemic risk. Regulating companies appropriately — not excessively — is critical to fueling robust economic growth and creating jobs,” Kandarian added.

Sources: PIA National, Insurance Business America

Help Protect Your Most Valuable Asset - Earning a Living - With the PIA Trust Short Term Disability Plan



STD COVERAGE DESIGNED WITH LOCAL AGENTS IN MIND

As a PIA Member* serving Main Street America, you and your employees** have access to a high-quality, competitively priced STD plan through the PIA Services Group Insurance Fund.

For many people, disability means an interruption in earnings that can put them financially at risk. Even with group coverage, benefits may not be sufficient to cover the extraordinary costs of a severe disability. The PIA Trust Short Term Disability Income Insurance Plan can provide protection whether you are totally disabled or disabled and working.



PIA SERVICES GROUP
INSURANCE FUND

*PIA National membership, when required, must be current at all times

**No minimum participation required

For more information about the PIA Trust Short Term Disability Income Insurance plan, please contact your local PIA Affiliate or call the Plan Administrator at 1-800-336-4759. Additional information is also available on-line at www.piatruster.com.

The policy or its provisions may vary or be unavailable in some states. The policy has exclusions or limitations which may affect any benefits payable. Underwritten by Unimerica Insurance Company, Association Administrative Address, P.O. Box 17828, Portland, ME 04112-8828, under Policy Form ADI-4001-A (UIC). Insurance Program Administered by Lockton Affinity, LLC.



Trump Cuts Crop Insurance

PIA Opposed

President Trump's just proposed budget has a cut of \$46.54 billion for agriculture programs and \$855 million in the budget for the Department of Agriculture. One of the cuts — and one that concerns PIA National, independent insurance agents and many others in insurance — is in crop insurance.

That cut is a 36% over the next 10-years.

PIA is opposed to the cuts and calls them too "steep." Jon Gentile — vice president of government relations for PIA National — said the administration's budget proposes a \$28.56 billion cut to crop insurance over the next 10 years. The cuts come in the form of premium assistance caps at \$40,000, an adjusted gross income (AGI) limit for crop insurance of \$500,000 and elimination of the harvest price option (HPO) for crop insurance.

"These proposed cuts and caps would not only hurt farmers and the agricultural community, but they would also harm the independent insurance agents who work diligently to sell and service crop insurance policies on behalf of the Federal Crop Insurance Program. Attacking farmers' most important risk management tool only weakens the farm safety net and threatens our nation's economic and agricultural stability," he said.

PIA urges members of Congress to oppose cuts to crop insurance during the appropriations and legislative process.

What's surprising to many in the industry is Trump's cuts being even more draconian than those offered up by the Obama administration. And it is unacceptable to National Farmers Union president Roger Johnson whose

membership enthusiastically supported candidate Donald Trump for his support of ethanol-based corn growing and other agriculture issues important to the group.

“The president’s proposed budget is an assault on the programs and personnel that provide vital services, research, and a safety net to America’s family farmers, rural residents and consumers,” Johnson said.

American Soybean Association President Ron Moore put it this way. “It’s clear that this budget was written without input from farmers who would be severely affected,” he said.

Agriculture.com estimates the cost of crop insurance at about \$8 billion a year. It also says the Trump cuts will do away with the USDA’s rural economic development program and will “streamline” conservation programs. The savings will total — as noted earlier — \$46.54 billion in a decade.

The crop insurance cuts will be \$16.2 billion with \$11.9 billion coming from the elimination of the harvest price option. It comes into play if the harvest-time price is lower than when the crop is planted.

About 80% of crop insurance policies contain that option.

As it stands now, the federal government takes care of .62 cents of every \$1 in crop insurance policies. As noted earlier by PIA National, the Trump plan limits the total to \$40,000 per year. It also changes subsidies and says those with an adjusted gross income of more than \$500,000 a year will not be able to get subsidized crop insurance.

What it effectively does is do away with subsidies for large, wealthy growers.

The Department of Agriculture will see the elimination of 5,263 jobs. Department Secretary Sonny Perdue said there’s no “sugarcoating” that the cuts are needed and it will impact 5% of the workforce.

The agriculture budget failed to resonate with farmers groups, insurers and the PIA and it also failed to resonate in Congress. The Senate Agriculture Committee’s Chairman Pat Roberts and House Agriculture Committee Chairman K. Michael Conway — both Republicans — issued a joint statement saying they “will fight to ensure farmers have a strong safety net.”

The Senate Agriculture Committee’s ranking Democrat Sen. Debbie Stabenow said the cuts will “leave our farmers, families, and rural communities vulnerable in tough times.”

Sources: PIA National, The Hill, Insurance Business America, Carrier Management

Help Build Your Family's
Financial Future with
**PIA Trust
Insurance Plans**



TRUST
PIA SERVICES GROUP
INSURANCE FUND

*Insurance Plans Designed
with PIA Members in Mind*
www.piastrust.com

Term Life • STD • AD&D
Business Overhead Expense
Hospital Indemnity
(800) 336-4759

Insurance Programs Administered by Lockton Risk Services

BE WORRY FREE WITH IMT



We understand the importance of partnerships and take great pride in building strong, stable relationships with our agents and policyholders. Through experienced claims expertise and high-touch customer service, we are there when we are needed most.

Learn how you can represent IMT Insurance & Wadena Insurance at imtins.com/contact_us.

THE GROUP



imtins.com | west des moines, iowa

Carrying you into the future.

Our cutting edge technology is backed by the largest crop insurer in America with knowledgeable field staff and division offices ready to serve you in this ever-changing industry. We provide you with updated training and tools as soon as new products and processes are released, so you can focus on what's important: the success of your business and those you serve.

Rain and Hail, the partner your growers deserve.
Join our team today.

Rain and Hail
A Chubb Company

800.776.4045 | www.RainHail.com

This institution is an equal opportunity provider and employer.

Scammers Scamming Insurance Call Centers



Cyber attacks are problem enough but insurers are also now targets for call center fraud. Pindrop is a telephone security firm and it finds, believe it or not, these people are successful.

The process — by the way — now has a name. It's "social engineering" says Pindrop's David Dewey as he commented to ***Insurance Business America*** about his company's report called the ***2017 Call Center Fraud Report***.

It found insurers are taking huge hits from phone fraud. Life insurance policies and policies for mobile phones are the most targeted. Dewey said:

- One in every 12,000 calls to life insurers is fraudulent and of those 20% are successful
- One in every 200 calls for mobile devices is fraudulent and 20% of those are successful

The problem is centered in the sheer volume of calls. Determining who is the real deal among

often disgruntled callers is a monumental task.

Dewey said one of the most devious and costly life insurance scams is when a caller tricks the call center employee into giving a loan on a policy or claim some cash from the policy. "And a lot of times these things can go unnoticed for years, because how often do you really look at your life insurance policy? It happens a lot more frequently than we would think," he said.

How is it possible to scam trained call center employees? Easy, Dewey said. They will target a customer and then do background research on where they live, where they went to school, family connections, what things look like where they live and so on. These are things that might be asked in security questions.

A bunch of correct answers and the call center operator may end up thinking they're talking to the real person.

"The major failing is in the knowledge-based authentication questions. The problem is they just don't work. It's very often that the legitimate customer doesn't know the correct answers to the questions. And those call centre operators are used to dealing with legitimate customers who don't know the answers. They'll

oftentimes help them [the customers] work through it,” Dewey said.

The Pindrop report also points out that scammers know all about how automatic phone systems work. They can call again and again and again until they have the answers they need and then can ask for a live phone operator.

“By far, the highest fraud rate of any single industry is seen in the device insurance sector. For companies that provide payments to consumers whose mobile phones are lost or stolen, one in every 194 calls is fraudulent. That rate increased 55% over 2015, when device insurance already had the highest phone fraud rate of any vertical,” the report said.

Dewey said the solution to phone fraudsters is employing phone security technology. That technology often features voice recognition or what Pindrop calls “phone printing” in which the system identifies the phone’s signature.

If that signature doesn’t match what’s on file, then it will let call center employees know that a fraudulent call is in progress.

Source: Insurance Business America



HUGE California’s Single Payer System Price Tag

Democratic California Sen. Ricardo Lara — Bell Gardens — wants California to do away with health insurance companies and put together a government-run health care system. He proposed it a few weeks ago and it is being pushed by the California Nurses Association.

Late last week the price tag became clear. It’s \$400 billion a year.

Lara says the plan is to have much of that cost to be offset by state, federal and private spending but the rest will have to come via significant tax increases. And then there’s the prediction of annual health care costs jumping by \$50 billion to \$100 billion a year. These figures are massive and the task daunting when you consider the yearly California state budget for the entire general fund is \$125 billion.

Here’s how Lara’s plan works. Health coverage with absolutely no out-of-pocket costs will be provided to all living in California and that’s including those here illegally. The state then contracts with doctors, hospitals and other health care providers for prices and then pays all the bills.

This is much how the federal government does Medicare.

All public money spent on healthcare — from Medicare, Medicaid and other federal public health funds and ObamaCare subsidy dollars will go into the pot to pay the bills.

The current estimate is that's about half of what is needed to support Lara's single payer system. The rest will have to come from higher taxes on business and a 15% payroll tax.

Tax increases? No problem Lara said. He, the California Nurses Association and other liberal supporters are totally energized by the idea and a tax plan to pay for the system is currently on the drawing board. The good news — they say — is we'll be doing away with insurance company profits and the administrative costs of insurers. That will mean more money can be spent on the care of patients.

Republicans like Sen. Jim Nielsen of Gerber and business groups and health insurers aren't too keen on the idea. "The impact on employers I think is going to be absolutely astounding. How can you possibly say this is going to be fiscally prudent for the state of California, not a burden for the state?" Nielsen said.

Businesses say — if this passes and is enacted — it will be much harder to expand their workforce.

For the tax increases to be implemented, two-thirds of the Assembly and two-thirds of the Senate must approve. Even if it does pass, it must pass muster with Governor Jerry Brown. He's a Democrat but has expressed skepticism at the logistics of the plan and the high cost.

Then if the Legislature gets the two-thirds vote and Brown signs it into law, California will need to convince the Trump administration to waive the rules about how Medicaid and Medicare dollars are spent in California.

By the way, if you're curious, Lara's bill is SB562.

Source: *Insurance Journal*

Keeping Up with **ObamaCare** Repeal & Replace

It used to be we tried to keep up with the Joneses. These days it's trying to keep up with the latest developments in the Republican attempt to repeal the Affordable Care Act and replace it with something "better" is a much harder task.

Senate Majority Leader Mitch McConnell said he's being pressured by Department of Health and Human Services Secretary Tom Price and leaders in the House to get something done by the end of summer. They at least want something to consider by the end of July when Congress goes on its annual August recess.

Apparently both fail to remember how slow the U.S. Senate moves. All McConnell would say is the Senate is "all about healthcare these days ... which we will move forward sometime in the near future."

Others in Senate leadership think they'll have something by then.

Meanwhile, while most of us took the Memorial Day weekend off, Senate staff began — says Sen. Ron Johnson of Wisconsin — drafting a bill.

Sources: *The Hill*

Mergers & Acquisitions

High Prices Going Even Higher



The value of insurance agencies continues to grow. In fact, MarshBerry CEO John Wepler said they're as high as they've ever been and those high prices are not deterring those wanting to purchase them.

At a conference in Las Vegas late last month Wepler told 500 agency execs that the M&A market is “explosive” and “private equity has literally taken over the insurance brokerage business. I will tell you today valuations are at the highest point they've ever been.”

Wepler said there is now “no oxygen” left at the top with averages topping 10.12 times the EBITDA. “I don't think it's a fad. There's \$114 billion in capital on the sidelines trying to get in,” he said.

On another topic, Wepler also said insurance — and brokerages in particular — need to seriously worry about insuretech. “I'm telling you it's going to be a massive, massive disruption. The insurance industry is ripe for innovation and disruption. I think you can expect disruption in every single type and size of account in your book of business.”

Estimates say there are likely 1,500 tech entrepreneurs, investors and insurance executives involved in insuretech. Those startups are said to be disrupting — as Wepler said — every line of insurance. They are improving the customer experience via the cost of providing insurance, increasing transparency, simplifying processes and empowering customers and it's all done by employing big data.

Plus, proponents say it even makes the claims process “enjoyable.”

Source: *Insurance Journal*



CURBING INSURANCE FRAUD

Car Surveillance

Big brother comes to auto insurance. So, to speak. Digital Recognition Network (DRN) has released information from data it has gathered and said — in a roundabout way — auto carriers are monitoring 75% of U.S. cars.

Those vehicles have been tagged and tracked by more than 2,000 surveillance vehicles.

These vehicles circle streets and highways 24/7 taking photographs and using license plate recognition technology to find out what drivers are doing. It is access to these photos that allow insurers to fight fraud.

Supporters of the idea contend it eventually saves insurers claims money and keeps rates down.

DRN's VP and general manager Alex Young said 200 insurers are purchasing the six-billion data points his firm has gathered so far. "These cars are operating 7-by-24, so they're operating constantly. And all they're doing is they're scooping up these license plates, so you get a picture of the vehicle, a date and time stamp, and the location. And from that you can deduce any number of frauds," Young said.

And what kind of information is DRN finding?

"From the data, we can detect things like rate evasion based on garaging fraud. What a number of people do is they'll say they live in southern Connecticut when they really live in Brooklyn. And the difference in the rate will be something like \$1,000 for Connecticut and more like \$4,000 for Brooklyn. From our data, we can see where the car is parked, and where it's parked at night. We have a pretty good idea

that it's not parked at your stated residency address," Young said.

Other things being found:

- Tradespeople paying personal auto rates when they're using vans for commercial purposes
- The use of commercial vehicles to operate outside the radius class of the policy
- Pre-existing damage claims and the review of old surveillance data with new data
- Stolen vehicles located

DRN doesn't actually own the spotter vehicles. They're vehicles repossessed by companies who purchase cameras and software from DRN and then use the vehicles for surveillance. DRN then buys the data back from the repo companies.

At that point, insurers purchase the data. "When we look at the number of vehicles we have in our

database versus the number of registrations, we find that we have 75% of the registered vehicles in our database," Young added.

And he contends this is not just a good thing for insurers, it is good for consumers because rates are kept down because of the ability of insurers to detect fraud.

"This is all about fraud detection, so they [insurers] love the fact that they can get this kind of information to help them out both on the claims side as well as the underwriting side. The industry is plagued by fraud ... so they're constantly looking for ways of identifying fraud. Because, at the end of the day, it's not just about them losing money, it means that every time someone makes a fraudulent claim, it affects the premiums as a whole," Young said.

Source: Insurance Business America

Specialty commercial insurance

Markel Specialty Commercial provides property, general liability, auto, umbrella, workers compensation, and specialty coverages for a variety of markets, including:

- Accident and health
- Business owners policy
- Child care
- Health clubs
- Human services
- Investment advisors
- Medical transportation
- Museums
- Pest control
- Sports and fitness

For more information contact:



Jake Kinney
Iowa Sales Manager
319-325-8429
jkinney@markelcorp.com



Steve Linbo
Nebraska Sr. Sales Manager
402-699-0672
slinbo@markelcorp.com

markelinsurance.com

Insuring America's Small Business

Coverage availability varies by state.

Markel Specialty Commercial's insurance products and services are offered through Markel Specialty, a business division of Markel Service Incorporated. Policies are written by one or more Markel insurance companies. Terms and conditions for rate and coverage may vary. FC1191(0417)_PIA NE-IA_June Issue



*Come Grow
with Us!*

25%

Avg Annual Rate of
Direct Written
Premium Growth
(2010 - 2015)

OPPORTUNITY

You don't triple in size in five years without satisfied agents!

- We now feature more lines of business in most states (including a *One-Stop Insurance Shopping* solution via **BizGUARD Plus**).
Workers' Compensation • Property/Liability (via our Businessowner's Policy) • Commercial Auto • Commercial Umbrella/Excess • Professional Liability • Disability
- We are a stable open market for your commercial Property & Casualty accounts that provides the qualities you seek:
Competitive Pricing • Unique Coverage Extensions • Excellent Commission Potential • Broad Underwriting Appetite • Easy Submission Process • Superior Customer Service

Visit **www.guard.com** for product availability in specific states.



Berkshire Hathaway
GUARD Insurance
Companies

*We're the quote you could come up
against, so why not join us? Go to
www.guard.com/apply*

Follow us: [f](#) [t](#) [in](#) [g+](#)



Always alongside you.



farmers mutual
of nebraska

Andy Kraus, CPCU | Vice President of Agencies | 800.742.7433 | akraus@fmne.com

fmne.com

The Professional Insurance Agents of Nebraska Iowa 68th Annual Convention

The Professional Insurance Agents of Nebraska Iowa celebrated their 68th Annual Convention on June 4-6, 2017 at the Lied Lodge & Conference Center in Nebraska City, NE.

The convention commenced on Monday evening with a reception on the balcony overlooking the terraced landscape. It was hosted by the PIA Board of Directors and honored the continued support of our Star Partners.

Early the following morning, over 100 golfers teed off at the spectacular Arbor Links Golf Course. The day on the links was followed by an evening of festivities at Lied Lodge. Exhibitors with generous swag conversed with PIA members and built relationships while feasting on the reception fare and beverage. Golf prizes and trophies from the days' accomplishments on the course were awarded before settling in for the evening entertainment.



Arbor Links Golf Course

Nebraska Head Volleyball Coach John Cook captivated the audience as he paralleled his coaching tactics on the court with the success of the independent insurance agent. His humble beginnings and per chance venture into volleyball led us to his national accomplishments within this dominating sport. Along the way, he shared the daily disciplines required for a positive outcome, especially as a team.



Attendees kicked off the final, yet full, day with a breakfast honoring PIA Past-Presidents (Picture # - 4227) donning their red jackets. The program continued into the first of two educational sessions. Richard Clark explored internet security and its importance within the insurance industry with “Cyber – The Exposures of E-Business and Insurance Solutions.” For the afternoon ethics session, Virginia Bates engaged the audience with her class, “Writeousness.”

Of course, between the two sessions, PIA members enjoyed the awards presented during the Achiever’s Luncheon. Sponsored by the PIA Trust, it began with an invocation provided by Mark Suhr and a generous lunch. The awards were then presented to Company of the Year, Agent of the Year and Marketing Rep of the Year, as well as the \$1,000 Leadership Scholarship.



PIA President Patrick Wehling, of Wehling Insurance Agency, Inc., was recognized for his contributions to PIA and was honored with a plaque noting his accomplishments. New PIA Board members were installed and the new PIA President, Jeff Brehmer of Smith Davis Insurance gave his inaugural address.



Professional Insurance Agents NE IA Award Winners for 2016



All Awards were presented during the Achiever's Luncheon on 6//2017 as part of PIA's 68th Annual Convention in Nebraska City, NE.

- **Company of the Year:**
EMC Insurance Companies
- **Marketing Representative of the Year:**
Steven Linbo
- **Agent of the Year:**
Ryan Loecker, Town & Country Insurance
- **PIA Leadership Scholarship:** Sydney Long

This year's winning candidate was Sydney Long of Lincoln Southeast High School. An exemplary student, Sydney graduated with a 4.10 grade point average. During high school, she was a member of the National Honor Society and Student Council. Sydney serves her community through the Royal Neighbors organization and is a Junior Member of both the Disabled Veterans of American and American Legion. Look for Sydney on the Nebraska sidelines as part of the cheer team.

**Plans are in the works for the
2018 PIANEIA Convention.
Look for details soon!**

**The moment
that you start to
wonder if you
deserve better,
you're ready.**



Life-Changing Education

Having CIC after your name is interpreted as a full commitment to the profession. The CIC designation helps you swing the doors of opportunity wide open. In fact, studies published in the *Producer Profile* publication show CICs earn 30% more than their competitors. Enjoy the raise; you've earned it!

Get started today at www.PIANEIA.com

Work with an insurance company that's right in your own backyard—EMC Insurance Companies. With a fully staffed office in Omaha, EMC offers more than 100 years of experience in commercial insurance, plus local people who understand you and your markets. Local responsive service is just one reason agents in your area *Count on EMC®*.

RILEY TONKIN

Marketing Manager
EMC Omaha Branch

“WE’RE RIGHT IN YOUR
OWN BACKYARD.”

OMAHA BRANCH OFFICE

Phone: 800-338-9735 | Corporate Office: Des Moines, IA



How Much Would You Pay for Lunch with Warren Buffett?

Most who read this can't come close to being able to afford the honor of buying lunch with financial and insurance legend Warren Buffett. Every year one of the world's richest men auctions himself off for lunch with the person who donates the most to a charity.

To claim the lunch, an anonymous donor must donate to Glide, a charity in San Francisco that serves meals to the homeless, provides shelter to abuse victims and has a drug-addiction center.

The winning — and anonymous bid — is \$2.68 million. While that may seem like a lot for a lunch, it doesn't approach last year's record of \$3.46 million.

Here's how it works. You post the highest bid on EBay and get to bring seven friends to a fancy steakhouse in New York City.

Glide's co-founder Janice Mirikitani is thrilled with the donation and the support of Buffett. "We believe in building bridges, not walls. Warren Buffett and the generous bidders enable us to provide a holistic array of high quality services that meet critical needs, improve lives and elevate the human spirit," she said.

The auction runs five days and picked up 41 bidders.

Upcoming Events Calendar 2016

For information and to register
[Click Here](#) or call (402) 392-1611.

Date	Class/Webinar	Where	When
June 6-7, 2017	PIA Annual Convention	Nebraska City, NE	Lied Lodge, Nebraska City
June 8, 2017	Current Trends & Changes: The Homeowner & Auto Marketplace	NE/IA	Webinar: 12:00PM - 3:00PM
June 13, 2017	CISR: Insuring Commercial Property	Davenport	Saint Ambrose University
June 14-16, 2017	CIC: Commercial Multi Line Institute	West Des Moines	Holiday Inn Hotel & Suites
June 14, 2017	Executive & Management Liability	NE/IA	Webinar: 12:00PM - 3:00PM
June 14, 2017	E&O Loss Prevention	NE/IA	Webinar: 8:00AM - 11:00AM
June 15, 2017	Additional Insureds: The Quandry	NE/IA	Webinar: 12:00PM - 3:00PM
June 21, 2017	Top 12 Coverage Countdown	NE/IA	Webinar: 12:00PM - 3:00PM
June 22, 2017	Commercial Liability Endorsements To Watch Out For	NE/IA	Webinar: 12:00PM - 3:00PM
June 22, 2017	CISR: Commercial Casualty 1	Des Moines	Hilton Garden Inn Des Moines/Urbandale
July 25-26, 2017	Ruble: Graduate Seminar	West Des Moines	Holiday Inn Hotel & Suites
June 27, 2017	Man Vs. Machine	NE/IA	Webinar: 1:00PM - 4:00PM
June 28, 2017	Street Level Ethics (NE)	Nebraska	Webinar: 12:00PM - 3:00PM
June 28, 2017	Street Level Ethics	NE/IA	Webinar: 12:00PM - 3:00PM
June 28, 2017	Tricks to Fix: Closing Coverage Gaps in Home, Work and Auto	NE/IA	Webinar: 8:00AM - 11:00AM
July 11, 2017	CISR: Commercial Casualty 1	Hiawatha	Kirkwood Linn Regional Center
July 18, 2017	CISR: William T. Hold: Advanced Learning Seminar	Des Moines	Hilton Garden Inn Des Moines/Urbandale
July 19-21, 2017	CIC: Commercial Casualty Institute	Omaha	Hilton Double Tree Omaha SouthWest
August 8, 2017	CISR: Insuring Personal Auto Exposures	Des Moines	Hilton Garden Inn Des Moines/Urbandale

August 9, 2017	CPSR: Systems, Operations & Procedures	Omaha	Hilton Garden Inn- Omaha
August 15, 2017	Certificates and Additional Insureds: Navigating the Maze (NE)	NE/IA	Webinar: 12:00PM - 3:00PM
August 17, 2017	Tricks to Fix: Closing Coverage Gaps in Home, Work and Auto	NE/IA	Webinar: 8:00AM - 11:00AM
August 17, 2017	FLOOD INSURANCE	NE/IA	Webinar: 12:00PM - 3:00PM
August 17, 2017	Tricks to Fix: Closing Coverage Gaps in Home, Work and Auto (NE)	NE/IA	Webinar: 8:00AM - 11:00AM
August 21 - Oct 13, 2017	MERG: Commercial Lines Coverage Basics	Online	Online Course
August 21 - Oct 6, 2017	MERG: Make Your New Employee A Winner	Online	Online Course
August 22, 2017	CISR: Insuring Personal Residential Property	Davenport	Saint Ambrose University
August 22, 2017	CISR: Insuring Personal Residential Property	Davenport	Saint Ambrose University
August 22, 2017	Street Level Ethics (NE)	NE/IA	Webinar: 12:00PM - 3:00PM
August 23-25, 2017	CIC: Personal Lines Institute	Cedar Rapids	Cedar Rapids Marriott
August 23, 2017	Additional Insureds: The Quandry	NE/IA	Webinar: 12:00PM - 3:00PM
August 24, 2017	PIA Annual Scholarship Golf Outing	Ashland	Iron Horse Golf Club
August 24, 2017	How to be the Agent Advocate at Claim Time	NE/IA	Webinar: 8:00AM - 11:00AM
August 29, 2017	And the CHAOS Continues	NE/IA	Webinar: 8:00AM - 11:00AM
August 29, 2017	E&O Loss Prevention	NE/IA	Webinar: 12:00PM - 3:00PM
September 6, 2017	Regarding Ethics	NE/IA	Webinar: 1:00PM - 4:00PM
September 13-16, 2017	Fall Governance Meetings	Minneapolis, MN	Marquette Hotel, Minneapolis, MN
September 13, 2017	CISR: Agency Operations	Hiawatha	Kirkwood Linn Regional Center
September 13, 2017	CISR: Agency Operations	Hiawatha	Kirkwood Linn Regional Center
September 13, 2017	Home Business vs. Home Insurance	NE/IA	Webinar: 12:00PM - 3:00PM
September 19, 2017	CISR: Dynamics of Service	Des Moines	Hilton Garden Inn Des Moines/Urbandale
September 19, 2017	Commercial Property Claims that Cause Problems	NE/IA	Webinar: 12:00PM - 3:00PM

September 19, 2017	CISR: Dynamics of Service	Des Moines	Hilton Garden Inn Des Moines/Urbandale
September 20, 2017	Top 12 Coverage Countdown	NE/IA	Webinar: 12:00PM - 3:00PM
September 21, 2017	Man Vs. Machine	NE/IA	Webinar: 12:00PM - 3:00PM
September 26, 2017	Executive & Management Liability	NE/IA	Webinar: 12:00PM - 3:00PM
September 26, 2017	Farm Seminar 2017: Propping Up Your Property Placements & Ethics Awareness	York	Holthus Convention Center
September 27, 2017	Commercial Liability Endorsements To Watch Out For	NE/IA	Webinar: 12:00PM - 3:00PM
October 4 - 6, 2017	CIC: Commercial Multiline Institute	Lincoln	Marriott Courtyard
October 10, 2017	CPIA 2: Implement for Success	Omaha	Hilton Garden Inn- Omaha
October 11 - 13, 2017	CIC: Commercial Casualty Institute	West Des Moines	Holiday Inn Hotel & Suites
October 11-13, 2017	CIC: Commercial Casualty Institute	West Des Moines	Holiday Inn Hotel & Suites
October 11, 2017	Street Level Ethics	NE/IA	Webinar: 12:00PM - 3:00PM
October 11, 2017	CPIA 2: Implement for Success	Des Moines	Hilton Garden Inn Des Moines/Urbandale
October 13, 2017	Tricks to Fix: Closing Coverage Gaps in Home, Work and Auto	Iowa	Webinar: 8:00AM - 11:00AM
October 16 - December 8, 2017	MERG: Commercial Lines Coverage Basics	NE/IA	Online Course
October 16 - November 24, 2017	MERG: Delivering Quality Service (to the Customer and the Employer)	NE/IA	Online Course
October 18, 2017	CISR: Agency Operations	Des Moines	Hilton Garden Inn Des Moines/Urbandale
October 18, 2017	CISR: Agency Operations	Des Moines	Hilton Garden Inn Des Moines/Urbandale
October 19, 2017	Cyber Liability - the 21st Century Peril	NE/IA	Webinar: 12:00PM - 3:00PM
October 19, 2017	E&O Loss Prevention	NE/IA	Webinar: 8:00AM - 11:00AM
October 20, 2017	Insuring the Building Project - Builders & Risk Installation Coverage	NE/IA	Webinar: 8:00AM - 11:00AM
October 24, 2017	CPSR: Commercial Casualty	Kearney	Holiday Inn Express
October 24, 2017	Additional Insureds: The Quandry	NE/IA	Webinar: 12:00PM - 3:00PM

October 25, 2017	Construction Defects: Property Damage and the ISO CGL	NE/IA	Webinar: 12:00PM - 3:00PM
October 26, 2017	CISR: Personal Lines Miscellaneous	Davenport	Saint Ambrose University
October 26, 2017	CISR: Personal Lines Miscellaneous	Davenport	Saint Ambrose University
October 26, 2017	Current Trends & Changes: The Homeowner & Auto Marketplace	NE/IA	Webinar: 12:00PM - 3:00PM
November 2, 2017	Certificates and Additional Insureds: Navigating the Maze	NE/IA	Webinar: 12:00PM - 3:00PM
November 6, 2017	FLOOD INSURANCE	Nebraska	Webinar: 12:00PM - 3:00PM
November 9, 2017	CISR: Commercial Casualty 2	Hiawatha	Kirkwood Linn Regional Center
November 9, 2017	CISR: Commercial Casualty 2	Hiawatha	Kirkwood Linn Regional Center
November 9, 2017	Home Business vs. Home Insurance	NE/IA	Webinar: 12:00PM - 3:00PM
November 14, 2017	CISR: Insuring Commercial Property	Des Moines	Hilton Garden Inn Des Moines/Urbandale
November 14, 2017	CISR: Insuring Commercial Property	Des Moines	Hilton Garden Inn Des Moines/Urbandale
November 14, 2017	How to be the Agent Advocate at Claim Time	NE/IA	Webinar: 12:00PM - 3:00PM
November 14, 2017	Leases & Contracts Vs. The Insurance Policy	NE/IA	Webinar: 8:00AM - 11:00AM
November 15-17, 2017	CIC: Life & Health Institute	Omaha	Hilton Double Tree Omaha SouthWest
November 16, 2017	Top 12 Coverage Countdown	NE/IA	Webinar: 12:00PM - 3:00PM
November 28, 2017	Regarding Ethics	NE/IA	Webinar: 1:00PM - 4:00PM
November 30, 2017	Commercial Property Claims that Cause Problems	NE/IA	Webinar: 12:00PM - 3:00PM
December 7, 2017	Street Level Ethics	NE/IA	Webinar: 12:00PM - 3:00PM
December 7, 2017	Tricks to Fix: Closing Coverage Gaps in Home, Work and Auto	NE/IA	Webinar: 8:00AM - 11:00AM
December 7, 2017	Street Level Ethics (NE)	NE/IA	Webinar: 12:00PM - 3:00PM
December 11, 2017	Commercial Liability Endorsements To Watch Out For	NE/IA	Webinar: 12:00PM - 3:00PM

Help Protect Your Most Valuable Asset - Your Income - With The PIA Trust

Long Term Disability Plan

LTD COVERAGE DESIGNED WITH LOCAL AGENTS IN MIND

As a PIA Member* serving
Main Street America, you
and your employees**
have access to a high-
quality, competitively
priced LTD plan
through the PIA
Services Group
Insurance Fund.

How would you manage if a long-term disability reduced your earning power? For many people, disability means an interruption in earnings that can put them financially at risk. With the PIA Trust Long Term Disability Income Insurance plan, PIA members and their employees** can get the coverage they need to help protect against that risk.



PIA SERVICES GROUP
INSURANCE FUND

With no medical underwriting necessary*** and additional flexible options available, each participant can easily customize a plan to suit their own specific needs.

For more information about the PIA Trust Long Term Disability Income Insurance plan, please contact your local PIA Affiliate or call the Plan Administrator at (800) 336-4759. Additional information is also available on-line at www.piatrust.com.

* PIA National membership, when required, must be current at all times

** No minimum participation required

*** Benefits subject to a pre-existing condition limitation

The policy or its provisions may vary or be unavailable in some states. The policy has exclusions and limitations which may affect any benefits payable.
Underwritten by Unimerica Insurance Company, Association Administrative Address, P.O. Box 17828, Portland, ME 04112-8828, under Policy Form ADI-4001-A (UIC).
Insurance Program Administered by Lockton Affinity, LLC.