

Main Street

INDUSTRY NEWS

INSIDE

*Shock! Motor Vehicle Departments
Selling License Data » 7*

Men, Women & Disaster » 15

*A Concern: Drug Prices & Drug
Price Profits » 26*





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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.



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Contents

Shock! Motor Vehicle Departments Selling License Data | 7

Isn't one of government's main responsibilities to protect the private information you must give to this department or that?

Consumers & Insurance: An Unhappy Picture | 9

Resonate is a consumer website and tracks how consumers feel about things. In this case, it's how they feel about personal lines insurance.

Pharmaceutical Prices: Pelosi's Plan | 10

One of the big challenges any independent insurance agency or insurance company has is health insurance for employees.

The Most Dangerous Jobs in the U.S. | 13

There are a lot of dangerous jobs. How dangerous is based on the number of deaths per 100,000 full-time employees.

The State of Insurance: Improving Results | 14

Fitch ratings says things are looking very good for North American P&C insurers. Christopher Grimes — Fitch's director of insurance — said for the first half of 2019 the outlook for commercial, personal and reinsurance sectors is stable.

Men, Women & Disaster | 15

Men and women respond — generally speaking — differently to situations. Let's take natural disasters for example.

The Monetary Troubles of Getting a DUI | 17

No one wants to get a DUI or a DWI. They're the same just different initials. As you know, both involve driving while legally intoxicated.

PIA Federal Legislative Summit now PIA Advocacy Day: Name Change, Same Event | 19

PIA agents from around the country head to Washington, D.C. each year for the annual PIA Federal Legislative Summit. They'll still be doing that but the event now has a new name. It is PIA Advocacy Day.

Commercial Rates — Continuing to Rise | 22

Ivans Insurance Solutions tracks insurance rates. The insurance exchange said its third quarter analysis says four of six P&C lines saw higher premium renewal rates when compared to the second quarter.

Flood Reforms & Flood-Prone Homes | 23

As you know, the Federal Emergency Management Agency (FEMA) manages the National Flood Insurance Program (NFIP).

A Concern: Drug Prices & Drug Price Profits | 26

The high cost of pharmaceuticals is big in the news these days. As many of you know, drug costs are high on the minds of the leaders of both parties and as we move toward the general election in November of next year, both parties are ramping up the rhetoric on the issue.

PIA NE IA EVENTS

Professional Insurance Agents NE IA and The National Alliance Nebraska and Iowa CIC & CISR Designation | 27

**Holiday Party: December 5, 2019
The Nebraska Club | Toys for Tots | 29**

Upcoming Events Calendar 2019 | 30

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SHOCK!

MOTOR VEHICLE DEPARTMENTS SELLING LICENSE DATA

We start with a question. Isn't one of government's main responsibilities to protect the private information you must give to this department or that? Most of you will answer yes. The information you give to — let's say — a motor vehicle department ought to stay with that department and not be shared with anyone.

Or — worse — sold.

Several news services are reporting a shocking story from the online publication **Vice**. It found that some motor vehicles departments across the country are selling the private information it gathers from consumers.

The story — from **Vice's Motherboard** — said the DMVs are selling to insurers, insurance agencies, towing companies, private investigators and others.

While most of the departments that are selling information say they aren't selling Social Security numbers or images from the driver's licenses, they're still — no excuse — selling personally identifiable information (PII) data. No images or SS numbers but they are unloading names, addresses, phone numbers, email

addresses, vehicle information, birth dates and other personal information.

Even more shameful, many of these departments are selling the personal information of minors — drivers under the age of 18.

To add insult to consumer injury, it appears that DMVs have been selling this data for years and no one knew, and they've been profiting from that data for as little as a penny per record. On the dark web, add a Social Security number

| Driving License Application | | | | | |
|---|--|---------------|----|--------|--|
| Name of applicant | | Full name | | | |
| Age | | Date of birth | | Gender | |
| First time applicant | | Yes | No | | |
| Contacts Address | | | | | |
| Town | | | | | |
| City | | | | | |
| Telephone | | | | | |
| Type of driving license: | | | | | |
| Sought categories of vehicles for which the license will be used: | | | | | |
| Specify | | | | | |
| Health and fitness | | | | | |
| Do you use glasses or lenses when driving? | | Yes | No | | |
| Do you use hearing aids? | | Yes | No | | |
| Do you have any physical disabilities that may require special adaptations to be made on the vehicle you might use? | | Yes | No | | |
| Do you suffer from any serious disease? | | Yes | No | | |
| If the above answer is yes kindly specify | | | | | |
| Are you on any prescription drugs? | | Yes | No | | |
| Have you ever been dependant on alcohol? | | Yes | No | | |

and some banking information and the piece of data will bring in a dollar or more.

The result — however — is millions in DMV coffers. Here are some examples:

- South Carolina made \$42 million in 2015
- Wisconsin took in \$17 million in 2018
- Florida brought in \$77 million in 2017

The data is a total cash cow but one that could end up backfiring.

Google just paid a \$170 million fine for the violation of the privacy of children. So those states that have been selling the data — and we'll list them in a bit — will no doubt face lawsuits. Most legal experts consider this a violation of the federal Driver's Privacy Protection Act (DPPA) that was passed in 1994.

The states where license info is sold:

- Utah
- Texas
- Oklahoma
- Nebraska
- Wisconsin
- Michigan
- Tennessee
- Georgia
- Florida
- Maine
- Vermont
- New York
- Connecticut
- Virginia
- West Virginia

States where that information might be being sold but **Vice** was not able to make a solid determination:

- Ohio
- South Carolina
- North Carolina

Oregon Senator Ron Wyden — a Democrat — said it is time for changes.

“Congress should take a close look at the Driver's Privacy Protection Act, and, if necessary, close loopholes that are being abused to spy on Americans,” Wyden said.

Erica Olsen of the National Network to End Domestic Violence (NNEDV) agrees and says the practice by these states are endangering lives. “The selling of personally identifying information to third parties is broadly a privacy issue for all and specifically a safety issue for survivors of abuse, including domestic violence, sexual assault, stalking and trafficking,” she said. “For survivors, their safety may depend on their ability to keep this type of information private.”

Sources: *Dig-In.com, Newsweek*

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CONSUMERS & INSURANCE

AN UNHAPPY PICTURE

Resonate is a consumer website and tracks how consumers feel about things. In this case, it's how they feel about personal lines insurance. Data released recently says that sometime next year over 25 million people are *probably* going to switch from carriers GEICO, Allstate, State Farm and Progressive to a different insurer. *Key word: probably.*

The conclusion of Resonate is that these 25 million people can still be talked out of jumping ship. However, there are an additional 5.4 million people who will definitely be changing insurance companies and cannot be persuaded to stay with their current insurer no matter what.

In its statement, Resonate said, "This presents an incredible opportunity for leading companies to retain policyholders who might flee and acquire customers that are ditching their competitors; insurance companies have tens of millions of dollars at stake."

Here is who's likely to change but can still be talked out of leaving. Most are female. Married. Usually stay at home moms. They range in age from 45 to 54 and they have children under 18.

This average person that can be persuaded to stick with their insurer also watches Showtime on her tablet and spends a ton of time on LinkedIn.

Resonate says there are things insurers can do to salvage the situation. "When developing a marketing strategy to retain persuadable

customers, consider incorporating themes of self-discipline, politeness and exciting life challenges into your messaging," Resonate said. "Since they're mostly moms, incorporate themes of family and togetherness (that) will resonate well with this group."

Those that are past being persuaded are older millennials that are married and have at least one child. They also have a job. Most are male. Their decisions are always driven by personal values and wealth acquisition. They are seekers of excitement and tend to exercise creativity.

This group is mainly male and they watch YouTube TV on their tablet and spend a lot of time on Reddit.

"The switcher is also up to 79% more likely than the average US consumer to pay his bills on his phone or tablet, so insurance companies could offer a discount to new customers who use their app to do so," Resonate said.

And with that Resonate offered one last piece of advice.

"Consider using financial success in your messaging and creative," Resonate said. "Highlighting that your insurance will always be there for you no matter how far you go in life will speak to their personal goal of attaining influence and seeking creative freedom and excitement."

Source: Insurance Business America

PHARMACEUTICAL PRICES PELOSI'S PLAN

One of the big challenges any independent insurance agency or insurance company has is health insurance for employees. And one of the huge reasons for sky high rates for companies and individuals is the high cost of prescription drugs.

House Speaker Nancy Pelosi — as promised — has announced her plan to fix the high costs to consumers for these drugs. The plan starts with allowing the federal government's Health and Human Services (HHS) to negotiate the price on 25 to 250 drugs per year on behalf of consumers. The lower prices will be available to those on Medicare and to those on private insurance.

If the pharmaceutical company involved refuses to negotiate a lower price it will be hit with a 65% tax on the company's gross sales. It could even go higher — like to 95% — if they still refuse to go to the negotiating table.

Pelosi also wants to set a maximum price drug companies can charge for these drugs. It would be 120% of an average price of prices in other countries. This is a concept President Trump has also proposed.

A figure of 120% of the price in other countries would be quite low.

Even though many in the senate are open to finding ways to reduce drug prices, Pelosi's plan is probably already dead on arrival there.



House Speaker Nancy Pelosi

Pelosi hopes her plan jibes more with what President Trump wants. In the past he has been very supportive of the idea of lower prescription drug prices.

That could mean Trump might put pressure on Republicans in the Senate to pass something close to Pelosi's plan. "We do hope to have White House buy-in because that seems to be the route to getting any votes in the United States Senate," Pelosi said.

Republicans in the House hate the idea and say it's socialist. They want bipartisan legislation that doesn't go quite that far. In looking at what Trump might do, House Minority Leader Rep. Kevin McCarthy of California said, "I don't see how the president could support this bill."

Progressives in the U.S. House also aren't all that happy with the House Speaker. They don't think Pelosi's plan goes far enough. Many want negotiations open on all drugs and think the number 25 to begin with is too small. It won't bring meaningful relief to consumers.

There are — to Pelosi's advantage — a couple of proposals bouncing around the U.S. Senate to lower drug prices. One is from Republican Sen. Chuck Grassley of Iowa and the other from Oregon Sen. Ron Wyden.

Pharmaceutical companies — as expected — hate the Pelosi plan. Steve Ubl is the CEO of the Pharmaceutical Research and Manufacturers of America. He said, "Speaker Pelosi's radical plan would end the current market-based system that has made the United States the global leader in developing innovative, lifesaving treatments and cures."

Ubl's current market-based system is not all that popular with the American public. It has reached a new Gallup poll low.

- 27% have a positive view of the industry
- 58% are negative on pharmaceutical companies
- That gives it a negative 31 points

Here's how this compares to others:

- The federal government is a negative 27 points
- The advertising industry sit at minus 1
- The legal field is a plus 5
- Airlines sit at plus 19

That said, Pelosi hopes for a vote on her proposal in the House by late October or early November.

Sources: The Hill

Photo by freestocks.org

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THE MOST DANGEROUS JOBS IN THE U.S.

There are a lot of dangerous jobs. How dangerous is based on the number of deaths per 100,000 full-time employees. At least that's how the U.S. Department of Labor Statistics measures them in the National Census of Fatal Occupational Injuries.

Top killer jobs of 2017 per 100,000 workers

| | |
|--------------------------------------|------|
| Fishing industry workers | 99.8 |
| Logging workers | 84.3 |
| Aircraft pilots & flight engineers | 48.6 |
| Roofers | 45.2 |
| Refuse & recycle material collectors | 35.0 |

Type of incidents 2017 per 100,000 full-time employees

| | |
|--|-------|
| Transportation incidents | 2,077 |
| Fatal falls | 887 |
| Contact with objects & equipment | 695 |
| Unintentional overdoses due to the use of drugs or alcohol at work | 272 |
| Confined spaces | 166 |
| Caught in running equipment or machinery | 76 |
| Crane-related incidents | 33 |

Cost to employers from unintentional deaths and injuries in 2016

| | |
|----------------------------|----------------|
| Total cost | \$151 billion |
| Wage & productivity losses | \$49.5 billion |
| Medical Costs | \$33.8 billion |
| Administrative expenses | \$48.3 billion |

Total workplace fatalities from unintentional injuries in 2017

| | |
|--------------|-------|
| Total deaths | 4,398 |
| Homicides | 792 |

The most dangerous occupations in 2017

| | |
|--------------------------------------|------|
| Non-construction labors | 7.3% |
| Truck drivers | 5.4% |
| Janitors and cleaners | 4.0% |
| Nursing assistants | 3.9% |
| General maintenance & repair workers | 3.5% |

Source: PropertyCasualty360.com
Photo by Craig Cameron

THE STATE OF INSURANCE

IMPROVING RESULTS

Fitch ratings says things are looking very good for North American P&C insurers. Christopher Grimes — Fitch's director of insurance — said for the first half of 2019 the outlook for commercial, personal and reinsurance sectors is stable.

"Overall improvement in full-year results will again hinge on second-half catastrophe experience," he said.

The Fitch report looked at 47 property and casualty insurers and reinsurers. The ratings firm found an improvement in market fundamentals with rising prices across the board.

Ratings for the last two years have been influenced by fourth-quarter disasters like the wildfires in California and several hurricanes. Catastrophe loss trends are currently limited. But we're approaching the fourth quarter.

- Operating earnings rose by 4% versus the first half of 2018
- Operating return on average equity is unchanged at 8.3%
- Almost half of the 47 companies — 23 of them — reported a 10% or more ROAE
- Shareholder equity hit \$748 billion from \$674 billion in 2018

As for rates, Fitch — quoting the latest Willis Towers Watson Commercial Lines Insurance Pricing Survey (CLIPS) — said commercial pricing has gone up close to 4% in the second quarter this year when compared to last.

- D&O, property and excess/umbrella rates rose nearly double digits
- It's the seventh straight quarter of those results
- Prices are trending higher in all account sizes
- Mid-market & large accounts did the best

Spokeswoman Alejandra Nolibos said, "After so many quarters of modest increases, we are seeing a pickup, backing up general market sentiment. Adverse loss trends in auto and D&O, and deteriorating or potentially deteriorating loss trends in other casualty lines, together with the prospect of potentially diminishing reserve releases seems to have pushed carriers to demand higher prices."

Sources: *PropertyCasualty360.com, Insurance Journal, Carrier Management*



MEN, WOMEN & DISASTER

Men and women respond — generally speaking — differently to situations. Let's take natural disasters for example. A University of Colorado Boulder study says women are more likely than men to take cover quickly, or immediately prepare for a disaster.

In fact, women — the study shows — have trouble convincing the men in their life to respond when disaster is at hand. On the other side of a disaster, women are also quicker to take care of the home front and often get relegated to the homemaker status while men do the macho things and handle finances and work in the community to repair damages.

Another fact — says researcher and sociologist Dr. Melissa Villarreal — is that agencies involved in assisting natural disaster victims will ask to speak to the man of the house when contacting a family.

Villarreal is the study's lead author and a student at the Department of Sociology and a

research assistant at the university's Natural Hazards Center. "We found that there are many barriers that disadvantage women in the event of a disaster, leaving them behind when it comes to decision-making and potentially slowing down their recovery," she said.

The study is titled ***Women's Experiences Across Disasters: A Study of Two Towns in Texas***. It was done by Texas A&M University Assistant Professor Michelle Meyer and Villarreal. They analyzed interviews with 33 women and 10 men in two Texas towns. The interviews involved the EF-4 tornado that killed six people and destroyed 600 homes in Granbury, Texas in 2013 and the other was from a fertilizer plant explosion that killed 15 and totaled 100 homes.

Meyer said the interviews showed common gender-influenced patterns.

"We often assume that men and women are going to respond the same way to these kinds

of external stimuli but we are finding that's not really the case," she said.

One woman said she and the kids took cover in a closet during the tornado. She begged her husband to join them. He stayed at the window and watched the funnel cloud. Another woman urged her husband to go to a shelter. He — instead — chose to ride out the tornado in a car. She, the kids and he were hit by the tornadoes winds but managed to survive.

"Women seemed to have a different risk perception and desire for protective action than the men in their lives, but men often determined when and what type of action families took," Villareal noted. "In some cases, this put women and their families in greater danger."

The point — she pointed out — is that women tend to have a much higher perception of the risk but are pegged by men as worriers and are not taken seriously. It was the main

complaint of women. Those same women also complained that the recovery organizations helping out often want to talk to the man first when asking what aid is needed.

"Eliminating the male head-of-household model is crucial for speeding overall household recovery," the two authors concluded. And they pointed out that women are often excluded from leadership roles in the recovery of a community and are pushed into putting the house back together and taking care of the kids while schools are closed.

Villarreal wants government agencies to look deeper into gender differences when putting out disaster warnings. She also wants to see more childcare available to them so they can participate and have a greater role in efforts to put a community back together.

Source: Insurance Journal

Photo by Yan Laurichesse



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THE MONETARY TROUBLES OF GETTING A DUI

No one wants to get a DUI or a DWI. They're the same just different initials. As you know, both involve driving while legally intoxicated. In 2010 over 1.4 million of us got nabbed doing just that.

That was nine-years ago and the last year the U.S. Department of Transportation offered statistics. The numbers are no doubt even higher today.

The average cost of a DUI or DWI — depending on what you want to call it — runs about \$20,000 in fines and legal fees. When it comes to insurance, premium costs will rise as well. How much depends on the driving history of the recipient but no one — no matter where they live — escapes higher premiums.

Quote comparer CoverHound tracks such things. It says the national average cost hike

is 94.13% for the first year. The second and third could see small decreases depending on whether there are additional moving violations.

By small decrease, CoverHound says 63.74% on average. North Carolina is highest at 371%. The lowest is Maryland at 28%.

Other Highest Premium States

| | | |
|---|----------------|------|
| 1 | North Carolina | 371% |
| 2 | Michigan | 249% |
| 3 | Hawaii | 208% |
| 4 | California | 186% |
| 5 | Arizona | 145% |
| 6 | New Jersey | 132% |
| 7 | Delaware | 81% |
| 8 | Georgia | 78% |
| 9 | Rhode Island | 68% |

State with Lowest 3-Year Rate

| | | |
|---|-------------------|-----|
| 1 | Maryland | 28% |
| 2 | Indiana and Maine | 37% |
| 3 | Vermont | 41% |
| 4 | Alaska | 46% |
| 5 | Wisconsin | 46% |
| 6 | New York | 47% |

The average dollar increase added to premiums after a DUI is \$1,163. That brings the average rate cost to \$2,610 a year.

The worst part of a DUI — other than the danger one poses to other drivers on the road — is that it stays on a driver's record for at least five-years and as many as 10. In the state of New Mexico the DUI stays on a driver's record for 55-years.

In many cases, that's a lifetime.

Source: PropertyCasualty360.com

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PIA FEDERAL LEGISLATIVE SUMMIT NOW PIA ADVOCACY DAY NAME CHANGE, SAME EVENT



PIA agents from around the country head to Washington, D.C. each year for the annual PIA Federal Legislative Summit. They'll still be doing that but the event now has a new name. It is PIA Advocacy Day.

The 2020 PIA Advocacy Day is March 31-April 1.

PIA National emphasized that the name change doesn't change the event. It's the same. PIA National said, "It is a gathering of PIA members in the nation's capital to meet with their elected representatives. This is a great opportunity to meet with your members of Congress to discuss issues that are important to you as an independent insurance agent."

It is a very, very important event that PIA National encourages you to attend if at all possible.

"PIA Advocacy Day is the opportunity for independent agents to make their case to Members of Congress up-close-and-personal, in their Capitol Hill offices," PIA National noted. "While the government relations staff at PIA National is your year-round advocate in the halls of Congress, PIA Advocacy Day gives policymakers and their staffs a chance to hear directly from you, their constituents."

PIA National says the annual event produces important victories for independent insurance

agents and the independent agent system. Here are some legislative victories that PIA National said came from the — now — former PIA Federal Legislative Summit:

- Protected agent commissions for selling policies through the federal flood insurance and crop insurance programs
- Ensured tax relief for agency owners that has resulted in millions of dollars benefiting pass-through entities, including independent insurance agencies
- Lead industry advocacy to repeal the Federal Insurance Office (FIO). Legislation to repeal the FIO has been introduced in both the House and Senate for the first time as a direct result of advocacy by PIA members in Washington, D.C.
- Laid the groundwork for the passage of a bill in the U.S. House of Representatives to repeal the 40 percent excise tax (known as the “Cadillac Tax”) on certain employer sponsored health plans

The first day has a briefing that afternoon on the issues and concludes with a workshop done by the PIA National Government Relations team. It is designed to make sure you — and other agents — are ready for the next day’s meetings.

“The next day, Wednesday, April 1, PIA members head to Capitol Hill to meet with their elected representatives,” PIA National said. “In between are receptions and other opportunities to interact with policymakers and get to know your fellow PIA members better.”

There are also other ways to prepare. The PIA National Government Relations team is going to hold a series of webinars between now and then. A schedule will be sent to members and — if you are going to attend — it is advisable to attend them.

As for the new name, PIA National said it better reflects the “action-oriented nature of PIA National's member fly-in, as compared to other association conferences, which are often heavy on panels and speeches and light on actual advocacy.”



SAVE THE DATES

Tuesday, March 31 and
Wednesday, April 1, 2020
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Registration will open later this year. In the meantime, visit PIAAdvocacyDay.com for more information.

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COMMERCIAL RATES CONTINUING TO RISE

Ivans Insurance Solutions tracks insurance rates. The insurance exchange said its third quarter analysis says four of six P&C lines saw higher premium renewal rates when compared to the second quarter.

Looking at the entire year, Ivans said all lines of commercial insurance — except for workers' compensation — saw price increases. "Quarter over quarter, there was greater variability in average premium renewal rate change," the report said.

- Commercial rates rose 4.2% in the third quarter
- That's up from 3.92% average hikes in the second quarter
- Umbrella liability averaged 2.66% compared to 2.59% in the second quarter
- General liability rose 2.51% up from 2.29% in the second quarter
- BOP hikes averaged 4.17% but that's flat when compared to the second quarter
- Commercial auto rates rose 4.32% just down a bit from the 4.33% of the second quarter
- Work comp fell 2.92%
- The good news is that it's below the 3.56% drop in the second quarter

MarketScout's third quarter results were also released last week. Overall, commercial property/casualty rates are up an average of 3% from the second quarter.

- Habitational rose 6%
- Transportation jumped 7.5%



- Commercial auto had a 6.5% hike
- Commercial property is up 4.5%
- Umbrella excess rose 4.5%
- Directors and officers saw a hike of 4.5%
- Business interruption rose 4%
- Professional liability is up 4%
- Workers' compensation rates fell 1.5%

MarketScout CEO Richard Kerr said, "Liability and other lines also continue the upward trend. Workers compensation rates are still down, but we do see signs indicating workers compensation rates may move up in the fourth quarter of 2019," he said.

As for accounts:

- Small accounts — up to \$25,000 — saw rate hikes averaging 4.5%
- Medium accounts — \$25,001 to \$250,000 — had hikes averaging 4.5%
- Large accounts — \$250,001 to \$1 million — saw a jump of 3.5%
- Jumbo accounts — \$1 million and up — saw a rise of 3.5%

Sources: *Business Insurance*



FLOOD REFORMS & FLOOD-PRONE HOMES

As you know, the Federal Emergency Management Agency (FEMA) manages the National Flood Insurance Program (NFIP). It recently released data on the cost of the climate crisis on flood insurance. FEMA thinks as things warm up more and more people will be forced to move away from flood-prone areas.

That could lead to another crisis and that is one the government that cannot afford. It is — via the NFIP — buying these people out. The fear of some is that the poorest among us will be impacted the most and will end up left behind.

That same data says since 1989 over 43,000 properties in high risk areas have been purchased by the NFIP through FEMA's Hazard Mitigation Grant Program. Once the homes or other properties are purchased, the structures are torn down. The land is then left open to absorb any waters coming from floods.

A.R. Siders is an assistant professor at University of Delaware's Disaster Research Center and a co-author of the FEMA study. She said the 43,000 homes purchased since 1989 is nothing compared to problems to come. The potential number of homes that will have to be purchased in the future is daunting.

“There are 49 million housing units in at-risk areas on the U.S. coast, and over \$1 trillion worth of infrastructure within 700 feet of the coast,” she said and pointed out that FEMA and the NFIP or the federal government — or whoever — will not be able to handle even one-tenth of that number.

The study also said the nation’s lower income and rural areas have seen fewer buyouts than in areas with higher incomes, higher education, higher populations and population

density. These are areas where homeowners can afford to take evasive flood measures like elevating homes and other structures above an anticipated flood level.

An analysis of the FEMA data by National Public Radio (NPR) found a disproportionate amount of money and aid go to white communities. It also found the states with the most flood damage are in Florida, Mississippi and Louisiana. Yet they are in the middle of the pack when it comes to actual buyouts.

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The FEMA study also says the size of buyouts has gone down over the years as well and a report from the Natural Resources Defense Council (NRDC) finds that it takes almost six-years for a buyout deal to be completed. That puts many homeowners — especially the poor — into a huge financial bind.

Anna Weber of the NRDC said, “The way that we’re currently dealing with these issues is a sort of unmanaged retreat in a lot of places.

That’s just not working for people right now.”

The FEMA study’s lead author, Katharine Mach said most of us aren’t going to just sit by and watch our homes be flooded out. Some take buyouts — she said — and some build levees. Her worry? Parts of the U.S. “might look more like Venice in the future.”

Source: Insurance Journal, Carrier Management

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A CONCERN DRUG PRICES & DRUG PRICE PROFITS

The high cost of pharmaceuticals is big in the news these days. As many of you know, drug costs are high on the minds of the leaders of both parties and as we move toward the general election in November of next year, both parties are ramping up the rhetoric on the issue.

The next election aside, President Trump has made efforts to enact new rules on product advertising and has talked about reducing prices. House Speaker Nancy Pelosi has introduced a new plan to reduce prices. It is a much more aggressive idea than the bipartisan deal being kicked around in the Senate.

Another plan is being pushed by the Blue Dog Democrats. They're more conservative members of the party serving in the U.S. House. The Blue Dog members want more votes on single drugs rather than on drug prices as a whole.

They also want votes on bills to encourage more cheaper, generic drugs. The plan is

called the Creates Act and it aims to keep brand-name drug companies from blocking the much less expensive generics from getting onto the market.

Meanwhile, a report from the Institute for Clinical and Economic Review (ICER) took a look at the rise of the cost of seven very popular drugs in 2017 and 2018. The report found there was no clinic proof that the drugs had been improved at all in terms of effectiveness or safety and did not "provide information different from what was previously believed in order to support a price increase."

However, those increases — more than two-times the rate of inflation — cost consumers, patients and insurers over \$5 billion.

ICER contacted drug companies and the manufacturers gave a rebuttal. They took exception with the methodology used and said the price list does not reflect discounts negotiated with insurers and patient assistance programs. Those prices are often much higher than what is actually paid by patients.

The report, the manufacturers say, also does not pay much attention to the value and benefit the drugs have for those using them.

The ICER looked at the manufacturer argument and disagrees. It said the report is only focused on a per-unit cost. These are the drugs and how much they added to drug spending over two years:

- Humira: \$1.9 billion
- Rituxan: \$806 million
- Lyrica: \$688 million
- Truvada: \$550 million
- Neulasta: \$489 million
- Cialis: \$403 million
- Tecfidera: \$313 million

Source link: *The Hill*

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Events Calendar 2019-2020

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

| Date | Class/Webinar | Where | When |
|------------------------|--|------------|--|
| November 6, 2019 | CISR: Commercial Casualty 1 | Hiawatha | Kirkwood Linn Regional Center |
| November 7, 2019 | On Ethics: Data, Dilemmas and Knuckleheads | NE/IA | Webinar: 12:00PM - 3:00PM |
| November 12 - 13, 2019 | Ruble: Graduate Seminar (NE) | Omaha | Omaha Marriott Hotel |
| November 19, 2019 | Everything's Soaked and My Stuff Stinks: The Water Damage Webinar | NE/IA | Webinar: 12:00PM - 3:00PM |
| November 20, 2019 | CISR: Elements of Risk Management | Des Moines | Hilton Garden Inn Des Moines/Urbandale |
| November 20, 2019 | Contractors, Contractors, Contractors | NE/IA | Webinar: 12:00PM - 3:00PM |
| November 20, 2019 | Contractors, Contractors, Contractors | NE/IA | Webinar: 12:00PM - 3:00PM |
| November 21, 2019 | Catastrophe: The Coverage Expertise You'll Need When It Matters Most | NE/IA | Webinar: 8:00AM - 11:00AM |
| November 21, 2019 | Catastrophe: The Coverage Expertise You'll Need When It Matters Most | NE/IA | Webinar: 8:00AM - 11:00AM |
| November 21, 2019 | FMO: E&O: Reasons and Solutions | NE/IA | Webinar: 9:00AM - 12:00PM |
| November 21, 2019 | If It Moves On the Farm It Presents A Risk | NE/IA | Webinar: 12:00PM - 3:00PM |
| November 21, 2019 | If It Moves On the Farm It Presents A Risk | NE/IA | Webinar: 12:00PM - 3:00PM |
| December 3, 2019 | Ethics and E&O: Synergy, Not Rivalry | NE/IA | Webinar: 12:00PM - 3:00PM |
| December 3, 2019 | Ethics and E&O: Synergy, Not Rivalry | NE/IA | Webinar: 12:00PM - 3:00PM |

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|-------------------------|--|------------------------------------|------------------------------|
| December 5, 2019 | 2019 PIA Annual Holiday Party - Individual | The Nebraska Club - Lincoln | 4:30pm |
| December 5, 2019 | 2019 PIA Annual Holiday Party - Table of 8 | The Nebraska Club - Lincoln | 4:30pm |
| December 5, 2019 | Alphabet Soup: The Mistakes and Coverage Behind D&O, EPLI, FLI and EBL | NE/IA | Webinar: 12:00PM - 3:00PM |
| December 5, 2019 | Alphabet Soup: The Mistakes and Coverage Behind D&O, EPLI, FLI and EBL | NE/IA | Webinar: 12:00PM - 3:00PM |
| December 10, 2019 | Cyber Coverage - Data Breach and So Much More! | NE/IA | Webinar: 8:00AM - 11:00AM |
| December 10, 2019 | Cyber Coverage - Data Breach and So Much More! | NE/IA | Webinar: 8:00AM - 11:00AM |
| December 10, 2019 | Homeowner's Policy Coverage Concerns for the Modern Family | NE/IA | Webinar: 12:00PM - 3:00PM |
| December 10, 2019 | Homeowner's Policy Coverage Concerns for the Modern Family | NE/IA | Webinar: 12:00PM - 3:00PM |
| December 12, 2019 | Commercial Liability Claims That Cause Problems | NE/IA | Webinar: 12:00PM - 3:00PM |
| December 12, 2019 | Commercial Liability Claims That Cause Problems | NE/IA | Webinar: 12:00PM - 3:00PM |
| December 12, 2019 | E&O: Reasons and Solutions | NE/IA | Webinar: 8:00AM - 11:00AM |
| December 12, 2019 | E&O: Reasons and Solutions | NE/IA | Webinar: 8:00AM - 11:00AM |
| December 17, 2019 | How Savvy Businesses Use Life Ins. to Hedge Against Financial Losses | NE/IA | Webinar: 12:00PM - 3:00PM |
| December 17, 2019 | How Savvy Businesses Use Life Ins. to Hedge Against Financial Losses | NE/IA | Webinar: 12:00PM - 3:00PM |
| January 14, 2020 | Dead or Alive: the Many Functions of Life Insurance | NE/IA | Webinar: 8:00AM - 11:00AM |
| January 14, 2020 | Everything's Soaked and My Stuff Stinks: The Water Damage Webinar | NE/IA | Webinar: 12:00PM - 3:00PM |
| January 15, 2020 | Insurance Issues for Today's World | NE/IA | Webinar: 12:00PM - 3:00PM |
| January 21, 2020 | Commercial Property Claims That Stink and How To Handle Them | NE/IA | Webinar: 12:00PM - 3:00PM |
| January 22, 2020 | Ethics and E&O: Synergy, Not Rivalry | NE/IA | Webinar: 12:00PM - 3:00PM |

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|-------------------|---|-------|-------------------------------|
| January 23, 2020 | Construction Contracts: What The Ins. Agent Should Know, Do & NOT Do | NE/IA | Webinar: 12:00PM - 3:00PM |
| January 23, 2020 | If It Moves On the Farm It Presents A Risk | NE/IA | Webinar: 8:00AM - 11:00AM |
| January 28, 2020 | An Hour with Kevin: Drones - Insuring Innovators, Enthusiasts and Idiots | NE/IA | Webinar: 1:00PM - 2:00PM |
| January 29, 2020 | Alphabet Soup: The Mistakes and Coverage Behind D&O, EPLI, FLI and EBL | NE/IA | Webinar: 12:00PM - 3:00PM |
| February 6, 2020 | Cyber Coverage - Data Breach and So Much More! | NE/IA | Webinar: 12:00PM - 3:00PM |
| February 11, 2020 | Adventures in Aging: Understanding Social Security & Medicare | NE/IA | Webinar: 12:00PM - 3:00PM |
| February 12, 2020 | How Savvy Businesses Use Life Ins. to Hedge Against Financial Losses | NE/IA | Webinar: 8:00AM - 11:00AM |
| February 18, 2020 | Homeowner's Policy Coverage Concerns for the Modern Family | NE/IA | Webinar: 12:00PM - 3:00PM |
| February 20, 2020 | Culture, Ethics and E&O: The Right Way to Run an Agency | NE/IA | Webinar: 12:00PM - 3:00PM |
| February 25, 2020 | Additional Insureds & Certificates: Issues, Answers and When to Say No | NE/IA | Webinar: 12:00PM - 3:00PM |
| February 26, 2020 | Flood Insurance and the NFIP | NE/IA | Webinar: 8:00AM - 11:00AM |
| February 27, 2020 | An Hour with Kevin: Extra Money for Bills, Beer or Both - Insuring Your | NE/IA | Webinar: 1:00PM - 2:00PM |
| March 10, 2020 | Dead or Alive: the Many Functions of Life Insurance | NE/IA | Webinar: 8:00AM - 11:00AM |
| March 10, 2020 | Ethics and E&O: Synergy, Not Rivalry | NE/IA | Webinar: 12:00PM - 3:00PM |
| March 12, 2020 | Alphabet Soup: The Mistakes and Coverage Behind D&O, EPLI, FLI and EBL | NE/IA | Webinar: 12:00PM - 3:00PM |
| March 12, 2020 | An Hour with Kevin: The S.T.O.R.M. Webinar (Coverage Concerns for Serious | NE/IA | Webinar: 10:00AM - 11:00AM |
| March 17, 2020 | Everything's Soaked and My Stuff Stinks: The Water Damage Webinar | NE/IA | Webinar: 12:00PM - 3:00PM |
| March 19, 2020 | Coverage Problems Your Contractors Hate (and How to Solve Them) | NE/IA | Webinar: 12:00PM - 3:00PM |

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|----------------|--|-------|------------------------------|
| March 24, 2020 | Exposures That Prove Why ALL Employers Need EPL Coverage | NE/IA | Webinar: 12:00PM - 3:00PM |
| March 25, 2020 | Commercial Liability Claims That Cause Problems | NE/IA | Webinar: 12:00PM - 3:00PM |
| March 26, 2020 | An Hour with Kevin: S.T.O.R.M. The Sequel! — More Coverage Concerns | NE/IA | Webinar: 1:00PM - 2:00PM |



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