

FLORIDA ASSOCIATION OF INSURANCE AGENTS

AGENTS CONFIDENTIAL

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Assignment of benefits: Agents, beware!

Register for
**FRIDAY
MORNING
LIVE!**

Loss ratios, agency terminations, liability exposure, customer retention...it's all on the line for agents who don't know what's going on with Florida's assignment of benefits (AOB) crisis. So, to kick off 2019, FAIA will host a special edition of Friday Morning Live on **January 18, 2019, at 9:00 a.m. EST.** Special guests are AOB experts Scott Johnson, former FAIA senior vice president, and Bubba Ryan, founder and president of [FAIA Preferred Provider Rytech](#).

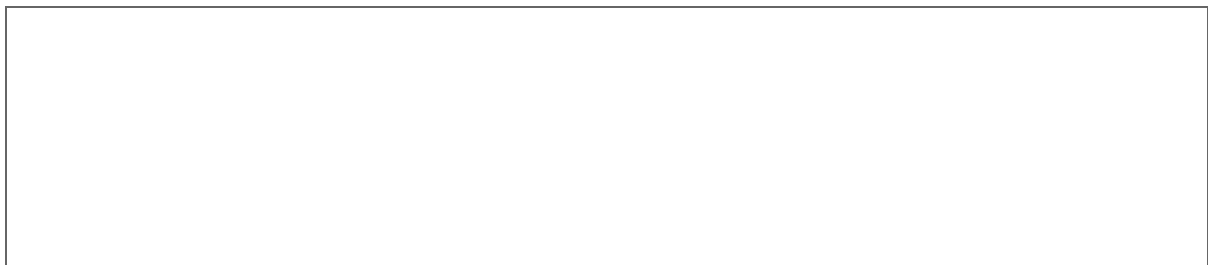
[LEARN MORE](#)



Florida Supreme Court to consider AOB case

[The court's decision](#)—which will be made by a state high court with three newly appointed justices—could resolve a conflict in the lower courts about a restriction that insurers have tried to place on assignment of benefits to combat escalating fraud. AOB is also on the mind of FAIA President & CEO **Jeff Grady**. In fact, passing AOB reform is on his list of New Year's resolutions. [Read his blog for the full list.](#)

INSURTECH





FAIA invests in association-led big data company

FAIA has partnered with five other agents' associations as investors in **IntellAgents**, LLC, an analytics-driven company created by the Ohio Insurance Agents Association to provide actionable business insights to independent agents. By pooling state association information, IntellAgents has access to thousands of isolated data points across independent insurance agencies that can be used to create business intelligence on the national, state, county, and even zip code level. The first step in that process for FAIA members will begin very soon!

[LEARN MORE](#)

Claim-It delivers the referrals you want, when you want them



FAIA CIO Paul Peeples

TrustedChoice.com has introduced a powerful new tool for member agencies to aggressively grow their book of business by proactively targeting new business on a schedule that fits their own, within the confines of their budget. **Claim-It** is very different from the normal TrustedChoice.com referral process in a number of ways, but the biggest change is that the agency selects the accounts they want or have an appetite for. Read CIO Paul Peeples' blog to learn how it works.

[LEARN MORE](#)

Elevate your digital sales savvy and grow your business

If you're ready to try something new to elevate your selling and agency growth potential, consider attending **Elevate '19**, the insurtech "unconference" for independent agents being held in New Orleans on March 24–26. FAIA has teamed up with TrustedChoice.com and Agency Nation to offer up to a \$300 savings off a full-price, all-access pass to members.

[LEARN MORE AND REGISTER](#)

EDUCATION

Remind carrier partners of Valued Policy Law in wake of Hurricane Michael



According to the Florida Office of Insurance Regulation, an astonishing 71.1 percent of Hurricane Michael-related claims have been closed. Our industry can be proud of this response! Still, writes FAIA's commercial-lines consultant **Keith Jones**, there's room for improvement, in particular with the lack of understanding of Florida's Valued Policy Law by out-of-state adjusters.

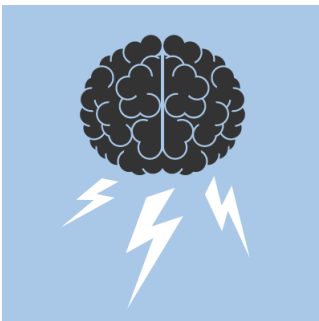
[READ MORE](#)

New year, smoke detectors, and the DFS



When **David Thompson** teaches the 5-hour class, he emphasizes two things agents should do on New Year's Day and their birthday: Change your smoke detector batteries and check your DFS record to make sure you are compliant with CE, your address, and appointment requirements.

[READ MORE](#)



January Lightning Learning: Cyber Issues

IIABA's January series features three 20-minute sessions dedicated to Cyber Issues and independent agencies. Sessions are offered January 15, 24, and 29, 11:30–11:50 a.m. EDT. The cost is \$9.99 for all three sessions. Even if you can't participate in the live sessions, you will receive a link to the on-demand recordings. [Learn more.](#)

EVENTS



NEW DESIGNATION HOLDERS

Congratulations to the following individuals for attaining their designations:



- Raegan Ballard, Ewing, Blackwelder & Duce Insurance, Inc., Lakeland
- Jamie Lynn Hogeland, Hays Companies, Plantation
- Douglas A. Levy, BB Insurance Marketing, Inc., Ft. Lauderdale
- Natalie Mixon Sammons, Fisher Brown Bottrell Insurance, Pensacola
- John C. Shoop, IV, Heacock Insurance Group, LLC, Sebring
- Debbie A. Weigel, Lassiter-Ware Insurance, Leesburg



- Andrea Hamic, Al Purmort Insurance, a Shepherd Insurance Partner, Gulfport



- Adam Braley, Insurance Office of America, Inc., Longwood
- Betty A. Lazo, Willis Towers Watson, Tampa
- Katherine Elizabeth Rollins, Insurance Office of America, Inc., Longwood
- Monica P. Sanchez, Marsh & McLennan Agency, LLC, Miami Lakes



- Joseph A. Honold, Risk Strategies Company, Hollywood
- Jeremy Ernest Miller, Lykes Insurance, Inc., Tampa
- Gisell Rodriguez, Pearson, Orlando
- Michael Veniard, AmWins Group, Inc., Jacksonville

- Kristie Wiegand, AssuredPartners of Florida, LLC, Naples

ASSOCIATION NEWS

Audit: FAIA remains financially strong

FAIA had another successful year in 2017/2018, adding \$750,000 in member equity to the association's reserves. A copy of the [consolidated financial statement](#) is available in FAIA's Community.

IN MEMORIAM

Ronald F. Holehouse

We offer our condolences to the family, friends, and colleagues of Ron Holehouse of St. Pete Beach, who died Dec. 20, 2018. A native of Buffalo, NY, his family moved to St. Petersburg in 1969. While Ron would found Holehouse Insurance, a family-owned agency, his interests extended into real estate, developing run-down properties, and serving on various development boards in St. Petersburg. A service will be held on January 11, 2019, at the First Unity Church in St. Petersburg. [Read more about his life](#) in the *Tampa Bay Times*.

NEW MEMBERS

AGENCY MEMBERS

- **All Ag Insurance Group, LLC:** Davie
- **Best Florida Insurance Services, Inc.:** Cape Coral
- **Brightway Insurance, Inc.:** Yulee
- **Business Risk Advisors, LLC:** Davie
- **Innovative Insurance Solutions:** Homestead
- **Marshall & Sterling Insurance:** Wellington
- **Safe Harbor Insurance Agency, LLC:** Hialeah Gardens
- **The Riverchase Insurance Company, LLC:** Phoenix City, AL
- **We Insure:** Tampa

ASSOCIATE MEMBERS

- **JM Wilson:** Hollywood

HEADLINES

MEMBER NEWS

- **Kathleen A. Barton, CISR, TGG Financial Services, Inc. dba Harry Levine Insurance Agency:** awarded the December 2018 James T. Harrison, Jr., CIC Scholarship.
- **Brandon Bascelli, Brightway Insurance, Inc.:** named the “Best Insurance Agent in Jacksonville” by *Folio Weekly Magazine*.
- **Jayne Boyd, Key Agency, Inc.:** awarded the December 2018 James T. Harrison, Jr., CISR Scholarship.
- **Brightway Insurance, Inc., Riverside, Jacksonville:** named the “Best Insurance Agency in Jacksonville” by *Folio Weekly Magazine*.
- **Daniel George Dannenhauer, CPCU, Five County Insurance Agency, Inc.:** joined the Florida SouthWestern State College’s Insurance Advisory Board for the School of Business Administration.

INDUSTRY NEWS

- **American Property Casualty Insurance Association:** formed on Jan. 1 upon the completed merger between the American Insurance Association and the Property Casualty Insurance Association of America.
- **Cigna:** received the final regulatory approval needed to complete its acquisition of Express Scripts.
- **Florida Association for Insurance Reform (FAIR):** named former Insurance Commissioner Kevin McCarty as the chair of its Board of Directors.
- **Work At Home Vintage Employees (WAHVE):** named Dave Evans senior vice president of Business Development.

CALENDAR OF EVENTS

FAIA EVENTS

- March 19–20, 2019: [Capitol Days](#); Tallahassee.
- June 19–21, 2019: [115th Anniversary Convention and Educational Symposium](#); Orlando World Center Marriott, Orlando.
- Aug. 7–9, 2019: Summer Leadership Conference; The Breakers, Palm Beach.

LOCAL BOARD EVENTS

- Jan. 16, 2019: Lee County IIA, [January lunch](#); Cypress Lake Country Club, Ft. Myers.
- Jan. 17, 2019: IIA of Palm Beach County, [Race for the Cure Kick-Off Event](#); Roxy’s Pub, West Palm Beach.
- Jan. 24, 2019: [IIA of Broward County](#), [Topgolf Networking Event](#); Topgolf, Miami Gardens.

- Feb. 20, 2019: [IIA of Central Florida, Past President's BBQ](#); Winter Park Farmers Market, Winter Park.
- Feb. 21, 2019: IIA of Broward County, Networking & CE at Florida Panthers Hockey Game; BB&T Center, Sunrise.

YOUNG AGENT EVENTS

- Jan. 22–23, 2019: [Young Agents Council Sales & Leadership Conference](#); Tampa Marriott Waterside.
- March 18–20, 2019: [YAC Political Summit](#); Tallahassee.

INDUSTRY EVENTS

- Jan. 9–12, 2019: [IIABA Winter Meeting](#); Hyatt Regency St. Louis at the Arch, St. Louis, MO.
- March 24–26, 2019: [Elevate '19](#); New Orleans.



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