

FLORIDA ASSOCIATION OF INSURANCE AGENTS

AGENTS CONFIDENTIAL

for your eyes only

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ADVOCACY

One more reason agencies need a data security plan



South Carolina has become the first state to adopt the National Association of Insurance Commissioners' Insurance Data Security Model Law. This means that all licensees—including non-resident licensees—must have a written data security plan in place by July 2019.

[Read "Laura's Legal Brief of the Week" to learn more.](#)

Work comp agents take heed: Big change coming

The National Council on Compensation Insurance is getting serious about ownership-change reporting. Effective January 1, 2019, if an ownership change is not reported within 90 days of the change, and is reported or discovered at a later date, the carrier can adjust the current policy—and two previous policies.

[READ MORE](#)

DIGITAL MARKETING & SALES



FLORIDA
INDEPENDENT INSURANCE AGENTS

Why Go Independent Home Auto Business Workers Comp

CALL FOR A QUOTE
(844) 873-8043 Request a Quote

Florida Insurance Expertise at Your Service

Cost of Florida Car Insurance per year?

How much does Florida Home Insurance cost?

What Business Insurance is required in Florida?

Who is covered under Florida Workers' Comp Insurance?

Request a quote from an agent ▶

We'll find you the right insurance agent with the right coverage...

What type of insurance are you interested in?

Florida-specific consumer portal launches

Meet SunshineStateAgents.com

In partnership with the Trusted Choice team, FAIA is thrilled to announce the launch of SunshineStateAgents.com, a Florida-specific consumer web portal that will attract, educate, and engage Florida insurance shoppers online, exclusively for the benefit of FAIA members. The Florida portal doesn't replace, but complements, TrustedChoice.com, giving our agents even greater visibility online.

EXPLORE

Time to rethink how we train new producers?



Susan Toussaint,
FAIA consultant

With the New Year comes time for reflection on the past one. If you're like many agencies, that may mean looking at how you hire and train employees. Is too much time spent encouraging new producers to build rapport and develop relationships—at the expense of giving them the tools needed to lead prospects to self-discovering risks that threaten their business, employees, and reputation?

READ MORE

TrustedChoice.Com Advantage Subscriptions

Profile Features	Member PLUS	Advantage ESSENTIAL	Advantage PRO	Advantage ENTERPRISE
Detailed agency profile	✓	✓	✓	✓
Ratings & Reviews		✓	✓	✓
Preferred ranking in search results		✓	✓	✓
Configure your appetite	✓	✓	✓	✓
Agency Nation digital marketing		✓	✓	✓
Marketing territory		30 miles	60 miles	State, Region, Nat'l
Claim additional prospects			✓	✓
	Free	\$128/month Special offer! \$100/month	\$198/month Special offer! \$165/month	Call for quote

Give your agency the gift of new business

Over the past five years, TrustedChoice.com has grown from serving a few hundred online shoppers every day to one of the country's leading insurance shopping websites, attracting more than 20,000 individuals on a typical day. And with the [new Florida-specific portal](#), those numbers can only go up.

So, it's essential that agents who have not yet [claimed their free online profile](#) do so now. Consider taking the free profile to the next level by signing up for an Advantage subscription; new subscribers who sign up before December 31, 2018, save up to 22 percent on the first year.

LEARN MORE AND SIGN UP

EDUCATION

Another thing people don't read (besides insurance policies)? Lease agreements



A business owner moves her operation to a new location. Her father is David Thompson. You know what that means! Time to [expose the insurance implications](#) lurking in the lease agreement. As David reviewed the document (comments include, "this is an open-ended ticket for you to pay," and "you can't comply with this part of the lease"), he wondered how many—if any—tenants read their lease

FAIA Instructor
David Thompson

before signing, and if agents read the insurance portion their customer plans to sign.

WEIGH IN

Hurricane lessons learned from both sides



FAIA consultant Keith Jones counts himself lucky. Hurricane Michael mostly spared his beach cottage at Cape San Blas; others nearby were not so lucky. Now that the repair process has begun, he's reminded of just how important it is to really understand an insurance contract, and what great service agents and their carrier partners provide.

[READ MORE](#)



Sales and Leadership Conference
Florida Young Agents

January 22-23, 2019
Tampa Marriott Waterside

Register before
12/21 and save

A promotional graphic for the conference. It features a dark blue background with a white wave-like shape at the bottom. On the wave, there are icons for a laptop, a smartphone, a tablet, and three Wi-Fi symbols. The text 'Register before 12/21 and save' is prominently displayed in white. The dates and location are in yellow and white. The logo for 'Sales and Leadership Conference' is at the top left, and 'Florida Young Agents' is in red script at the top right.

NEW DESIGNATION HOLDERS



- Francisco A. Lugo, All Risks, Ltd., Lake Mary
- Erin Spillane, The Doctors Company, Ponte Vedra
- Patrick L. Stephens, Hull & Company, LLC, Dania Beach

- Sean M. Gleason, Willis Group, Land O' Lakes



- Rebekah Amber Preset, Wren Insurance Agency, Inc., Palm Bay



- Veronica Sims, Wilson, Washburn & Forster Insurance, Miami

NEW MEMBERS

AGENCY MEMBERS

- **AssuredPartners, Inc.:** Winter Haven
- **Brightway Insurance, Inc.:** Safety Harbor
- **Brightway Insurance, Inc.:** Wellington
- **Brightway Insurance, Inc.:** Yulee
- **Fourth Insurance Office, Inc.:** Palm Beach
- **Hi-Line Insurance Co.:** Ft. Lauderdale
- **Seeman Holtz Property & Casualty, Inc.:** Sunrise
- **WealthCare Insurance Agency, LLC:** Orlando

HEADLINES

MEMBER NEWS

- **Baldwin Risk Partners, LLC, Tampa:** ranked #12 nationally on *Fortune Magazine's* list of “Best Places to Work for Women.”
- **Daniel George Dannenhauer, CPCU, Five County Insurance Agency, Inc.:** joined the Imperial River Conservancy Board and will serve as liaison to the Bonita Springs Downtown Alliance.
- **Nicole L. Coppock, AIAM, Frank H. Furman, Inc.:** named a “Young Gun” by *Insurance Business America* magazine.
- **Harbour Risk Management, LLC dba Harbour Insurance, Naples:** named a 2018 “Best Agency To Work For” Southeast Bronze winner by the *Insurance Journal*.
- **Gray Davis, MBA, CPCU, AIS, McGriff Insurance Services:** received the Lifetime Achievement Award from The Uncommon Friends Society, a foundation dedicated to lifelong character building among today’s youth and business leaders.
- **Meadowbrook, Inc. dba Meadowbrook Insurance, Sarasota:** acquired Signature Insurance of Sarasota; Carolyn Rummel was named president of Meadowbrook’s Florida operations.

- **Seeman Holtz Property & Casualty, Inc., Boca Raton:** acquired Insurtech Goji, an online home and auto insurance agency.

INDUSTRY NEWS

- **CNA:** had its outlook upgraded from stable to positive by S&P Global Ratings.
- **Florida DFS:** extended the continuing education deadline for insurance professionals by three months to help agents accelerate Hurricane Michael recovery efforts in the Panhandle. Read the [press release](#).
- **Liberty Mutual Insurance Company:** reorganized its Field Distribution model. Amy Lochhead was appointed executive of the Southeast region.
- **Normandy Insurance Company:** promoted Laura Lieberman to vice president of Sales and Marketing.
- **Peachtree Casualty Insurance Co. of Florida:** has been acquired by SOBC DARAG.
- **Swiss Re Corporate Solutions:** appointed Michael LaRocca as head of property & specialty lines in North America.
- **Tower Hill Insurance Group, Inc.:** its subsidiary, Tower Hill Specialty, LLC, has expanded into Missouri.

CALENDAR OF EVENTS

FAIA EVENTS

- Dec. 3-5, 2018: FAIA Board and Legislative & Regulatory Advocacy Council Meeting, Hilton Bonnet Creek, Orlando.
- 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

- Dec. 4, 2018: [IIA of Central Florida, Holiday Luncheon](#); Citrus Club, Orlando.
- Dec. 4, 2018: [IA of Tampa Bay, Holiday Social](#); Ducky's Sports Lounge, Tampa.
- Dec. 6, 2018: [IIA of Broward County, Annual Holiday Party and Toy Drive](#); Ten Palms at Gulfstream Park, Hallandale Beach.
- Dec. 6, 2018: [IIA of North Florida](#), Holiday Breakfast and Shoe Drive; San Jose Country Club, Jacksonville.
- Dec. 7, 2018: [IIA of Palm Beach County](#), Holiday Party; Revolutions at City Place, West Palm Beach.
- Dec. 11, 2018: [Lee County AIIA Holiday Party and Toy Drive](#); Cypress Lake Country Club, Ft. Myers.

- Dec. 11, 2018: [PAIA Holiday Cornhole Tournament and Toy Drive](#); Flying Boat Brewing Company, St. Petersburg.

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

- Nov. 27–29, 2018: [Florida Chamber of Commerce Annual Insurance Summit](#); JW Marriott, Miami.
- Jan. 9–12, 2019: [IIABA Winter Meeting](#); Hyatt Regency St. Louis at the Arch, St. Louis, MO.



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