

Agents Confidential #21, 7/13/16

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[PAST ISSUES](#)

ADVOCACY

Diligent effort is a no-win proposition for agents



Break the law or lose the business? Agents who write condo policies ask themselves this question on a near daily basis. And often, neither answer is a good one. This is why FAIA will continue its work to amend or overturn the anti-consumer, anti-agent diligent effort law. [Read Jeff Grady's blog for details.](#) Remember, this topic, and many others, will be discussed during FAIA's [Summer Leadership Conference](#), Aug. 11–13 at The Ritz-Carlton, Naples.

MEMBER AGENCY NEWS

Workers' comp panel to be featured at Summer Leadership Conference

The recent Florida Supreme Court decisions declaring portions of Florida's workers' compensation laws unconstitutional combined with the subsequent NCCI rate filing requesting a 19.6 percent rate increase means work comp reform is guaranteed to be a big issue during the upcoming legislative session. FAIA has assembled a panel of experts to discuss ways to preserve the system and keep it affordable for you and your clients. The discussion takes place Friday, Aug. 12, as part of FAIA's Summer Leadership Conference. [Learn more and register.](#)

EDUCATION

New drone regulations and their coverage implications



There are now more registered drones (unmanned aircraft) in the U.S. than private and commercial aircraft combined, and businesses (including some of your insureds) are increasingly coming up with novel ways to use them. [Read Keith Jones blog](#) for an overview and possible coverage options.

Florida students dominate list of InVEST scholarship recipients

Florida students accounted for 53 percent of the national InVEST scholarships awarded in 2016, an accomplishment that serves as a testament to the [agency volunteers](#) and teachers who continue to support and promote the Big "I" national insurance education program. [Learn more.](#)

MARKETING

Tips for making the most of your Advantage subscription

Like most things in life, you get out of TrustedChoice.com what you put into it. [Read Paul Peeples' blog](#) to learn how to enhance your profile to maximize your Advantage subscription. (P.S. You don't have to be a technical expert to make these improvements!) Plus: Check out the Agency Nation podcast to learn [how to differentiate your agency from the competition.](#)

Andis Insurance Agency, Inc., Naples: will be offering The Hartford's AARP-branded auto insurance program.

Earl Bacon Agency, Inc., Tallahassee: received the inaugural Tallahassee Democrat "Demo" Award as Tallahassee's Best Insurance Agency.

The Fessler Agency, Inc., Clearwater: named one of the Top 10 growth agencies by Auto-Owners Insurance.

Gulfshore Insurance, Inc., Naples: named a Florida Community Association Journal's (FLCAJ) Readers' Choice Award winner.

Derick Alan Poppelreiter, Paul Harris Insurance, Inc.: received the June National Alliance [Certified Insurance Service Representative scholarship.](#)

Premier Insurance, LLC DBA Lutgert Insurance, Inc., Naples: named Derrick Ayers chief financial officer.

R. V. Johnson Agency, Inc., Stuart: recognized as a "Best Place To Work" in Martin County.

Sihle Insurance Group, Inc., Altamonte Springs: successfully nominated the Children's Home Society of Florida for a grant from the Westfield Insurance Foundation.

Zachary Ingram, Steven A. Sprague, LLC: received the June National Alliance [Certified Insurance Counselor scholarship.](#)

MEMBER SERVICES

Has agency performance peaked?

The high pace of agency revenue growth and earnings has been off during the last few years. But that doesn't necessarily mean agency performance peaked, says InsurBanc President and CEO David Tralka. Independent agencies are still quite strong. [Watch the interview.](#)

YOUNG AGENTS COUNCIL

Join your peers for a conversation about technology

Young Agents National Committee Chairman Boyd McGehee joins Agency Nation's Ryan Hanley **this Thursday** at 11:00 a.m. EDT for a live conversation about technology's effect on the next generation of insurance agents. [Sign up for the live stream and submit a question.](#)

Young agents leadership program now accepting applications

Are you a future insurance leader? You could be, and FAIA's Young Agents Council can help you get there. [Florida's Future Insurance Leaders](#) program is designed to attract high caliber agents and help them develop and build on leadership skills through education and mentoring. [Criteria for admission and the application for the 2016-2017 class are available online.](#) The deadline to apply is Oct. 30.

ASSOCIATION NEWS

FAIA members appointed to Big 'I' national committees

The Independent Insurance Agents & Brokers of America, Inc., recently appointed several FAIA members to serve on committees, effective September 1, 2016: **Alex Dopazo**, chair of the Diversity Task Force; **Veronica Della Porta**, Government Affairs Committee, and chair of the InsurPac Board of Trustees; **Christopher Heidrick**, chair of the Flood Insurance Task Force; and **Lindsey Shank**, InVEST Board of Trustees.

INDUSTRY NEWS

Citizens Property Insurance Corp.:

Board approves [2017 rate filing](#).

City of Sarasota: Current flood-plain information and technical assistance is available from the City of Sarasota for properties within the city limits. For more information, call 941-954-4127, or visit the city's [Flood Insurance Information](#) website.

Insurance Risk Services, Inc.: has promoted David F. Valenzano to president. He succeeds James Robert Hawkins.

Lockton Companies: named Glenn A. Spencer to succeed John L. Lumelleau as president and CEO, effective May 1, 2017.

Prime Property and Casualty Insurance, Inc.: has expanded into the Florida commercial auto market.

Safepoint Insurance: named the following FAIA member agents to its new Florida Chairman's Council: Rick Combs, Gabriela Dominguez, Missy Flint, Holly Kabboord, Brian Marino, Andy Pappas, and Rip Weachter.

Universal Insurance Holdings: has expanded into Alabama and Minnesota.

NEW AGENCY MEMBERS

Alvarez Financial Services: Miami

Angell's Insurance Specialist, Inc.:
Plantation

**Coastal Premier Insurance Group,
Inc.:** Naples

EPIC Insurance Group, Inc.: Ft. Myers

Florida Elite Insurance: Juno Beach

Florida Risk Partners: Valrico

Insurance Group of Florida: Winter
Park

**Jupiter-Tequesta Insurance Services,
LLC:** Jupiter

Lee and Collier Insurance: Ft. Myers

MidWest Insurance Agency: Tampa

Superior Insurance Solutions, Inc.:
Miami Shores

MARK YOUR CALENDARS

FAIA EVENTS

- Summer Leadership Conference: August 11–13, 2016; The Ritz-Carlton, Naples.
- Capitol Days: March 14–15, 2017; DoubleTree Hilton, Tallahassee.
- 113th Anniversary Convention & Education Symposium: June 8–10, 2017; Gaylord Palms, Orlando.

LOCAL BOARD EVENTS

Many local boards hold monthly or quarterly meetings. [Visit our website for a schedule.](#)

- IIA of Palm Beach County, Luncheon Meeting: July 21, 2016; Hilton Palm Beach Airport Hotel, West Palm Beach.
- IIA of Palm Beach County, Luncheon Meeting: August 18, 2016; Hilton Palm Beach Airport Hotel, West Palm Beach.

YAC EVENTS

- SmartStart4Kids: July 1–August 15, 2016.

INDUSTRY EVENTS

- Helping Florida Work Town Hall Jacksonville: July 13, 2016; DoubleTree by Hilton Jacksonville Riverfront.
- AgriCon: July 18–20, 2016; Marriott Waterside, Tampa.
- 71st Annual Workers' Compensation Educational Conference: Aug. 21–24, 2016; World Center Marriott, Orlando.
- IIABA Fall Leadership Conference: Sept. 7–11, 2016; Hyatt Regency, Chicago, IL.

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