

Agents Confidential #19, 5/26/16

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Agency News | Industry News | New Members | Calendar | Events | Classes

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[PAST ISSUES](#)

ADVOCACY

Webinar to address DOL overtime rule's impact on agency owners



The new Department of Labor rule that increases the salary threshold an employee must earn to be classified as exempt from overtime will absolutely have a major affect on insurance agencies. Join FAIA General Counsel

Laura Pearce, attorney Michael Spellman, and IIABA attorney Jennifer Web at **10:00 a.m. (eastern) on June 8** for an overview of how the law will affect agency operations and what steps agency owners can take now to ensure compliance when the rule takes effect December 1.

[Register for the webinar.](#)

MEMBER AGENCY NEWS

Brown & Brown, Inc., Daytona Beach: announced the acquisition of Morstan General Agency, Inc.

We Insure, Jacksonville: announced the agency group has bought back its stock and is going private.

Nenezian & Associates Insurance Agency dba NSI Insurance Group, Miami Lakes: founder George Nenezian announced his retirement.

CEO snapshot: New DOL rule; workers' comp and AOB legislative landscape

Change often comes from the outside in, and that's certainly the case with the insurance industry these days. Whether it's coming from Florida's Supreme Court (workers' comp), the federal government (Department of Labor rule), or the residual market (new agency agreement), change is coming and it necessarily shifts your association's focus. [Read FAIA CEO Jeff Grady's blog](#) for the big picture.

Workforce initiative gaining momentum

The workforce initiative that started with passage of insurance careers legislation in the spring of 2015 is moving ahead in leaps and bounds. Just a year later, a dozen state colleges are offering or soon will offer a two-year risk management/insurance degree program, and FAIA's new social media and digital advertising campaign laser focused on attracting students to those programs. The message-tested campaign encourages students and those looking for a new career to take "the short road to long-term career success." [Find out what comes next, and how you can get involved.](#)

News from the Citizens Agent Roundtable

If you have even one policy with Citizens, you should [read Dave Newell's latest blog](#). Read it even if you don't, because odds are good that the voluntary market will follow Citizens' lead on establishing a managed repair program to curb assignment of benefits abuse. Other updates cover Coverage B increases and Agent of Record requests.

EDUCATION

Do you recommend EPLI coverage? You should



Employment practices liability claims can devastate a small to medium-size business, and recent data shows a spike in EPLI litigation—specifically, for claims of retaliation. [Read Keith Jones' blog](#) to learn how to prevent retaliation employment claims.

INDUSTRY NEWS

Aspen Insurance: announced Stephen Postlewhite as CEO. He succeeds Mario Vitale, who is retiring.

Assurant, Inc.: launched Assurant Primary Flood Insurance for Florida customers.

Edison Insurance Company: launched an online quoting system offering specific premium quotes for homeowners insurance in Florida.

The Hanover Insurance Group, Inc.: named Joseph M. Zubretsky president, CEO, and director effective June 20. He succeeds Frederick H. Eppinger, who is retiring.

Progressive Insurance: announced Tricia Griffith promoted to CEO effective July 1. She succeeds Glenn Renwick, who is retiring.

IRMI Agribusiness Conference coming to Tampa in July

Learn about the farm and agriculture insurance industry, learn best practices for managing farm risks, or take classes toward the Agribusiness and Farm Insurance Specialist certification at “AgriCon,” July 18–20 at the Marriott Waterside in Tampa. [Learn more and register.](#)

TECHNOLOGY

Running unsupported software puts your data and your business at risk

Having the right software is key to running a business, but what happens when your software provider stops making and supporting the software? You expose your data to cyber attacks by unwittingly removing a critical layer of virus protection. [Read Paul Peeples' blog](#) to learn how you can protect your data—and your business.

NEW AGENCY MEMBERS

Classic Insurance Group: Pensacola

Great Wall Insurance: Sunrise

GuideWell: Jacksonville

KPS Financial: Coral Gables

M&A Property and Casualty, LLC:
Juno Beach

Shoff Insurance Advisors, Inc.:
Melbourne

Stephen Tobias, LLC dba Trinity Insurance Services: Trinity

Velocity Risk Underwriters: Nashville, TN

Wilco Group of Insurance: Tamarac

NEW ASSOCIATE MEMBERS

Leak Doctor, Inc.: Orlando

CALENDAR OF EVENTS

FAIA EVENTS

- 112th Anniversary Convention & Education Symposium: June 16–18, 2016; World Center Marriott, Orlando.
- Summer Leadership Conference: August 11–13, 2016; The Ritz-Carlton, Naples.

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.

YAC EVENTS

- YAC Golf Tournament: June 15, 2016; Orlando World Center Marriott, Orlando.
- SmartStart4Kids: July 1–August 15, 2016.

INDUSTRY EVENTS

- AgriCon: July 18–20, 2016; Marriott Waterside, Tampa.
- IIABA Fall Leadership Conference: Sept. 7–11, 2016; Hyatt Regency, Chicago, IL.

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