

Agents Confidential #23, 8/18/16

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ADVOCACY

Hiring woes? Help is on the way



Good news to share fresh off FAIA's second Workforce Development Summit held in Naples last week: Two more state colleges are up and running with risk management/insurance specialization programs, bringing the number with active programs to six (with three more in the queue). Plus, FAIA Member Services is bringing on a staffing services preferred provider, Work At Home Vintage Experts, a company that connects retiring industry veterans from around the country with independent agencies that need staff. Learn more in Jeff Grady's blog.

Build whistleblower provision into contracts to protect trade secrets

The recently signed Defend Trade Secrets Act of 2016 gives agency owners, among other business people, a new option to bring civil lawsuits for breach of confidential information, such as client lists, under federal law. Read Laura's Legal Brief of the Week for an overview.

MEMBER AGENCY NEWS

Brightway Insurance, Inc., Jacksonville: recognized by *Florida Trend* as one of Florida's largest privately held companies and the *Jacksonville Business Journal* for overall sales revenue growth.

Gateway-Acentria Insurance, LLC, Ft. Lauderdale: announced a merger with the Insurance Center of South Florida in Coral Springs.

Nenezian & Associates Insurance Agency dba NSI Insurance Group, Miami Lakes: was recently featured in the *Miami Herald*.

NCCI presents case for rate increase

State regulators this week heard testimony both for and against the National Council on Compensation Insurance's proposed 19.6 percent increase in workers' compensation rates. [Read Dave Newell's blog for details.](#)

EDUCATION

CIC, CISR scholarships available to first-time participants



Cost need not be an obstacle to completing a coveted professional designation. Scholarships are available from The National Alliance for Insurance Education & Research for both the CIC

and CISR designations—on site and online programs. Applicants must be first-time participants who are employed full-time in the insurance or risk management industry. [Learn more and apply.](#)

InVEST in your industry: Volunteer

How can you create insurance-literate consumers and attract bright young students to the insurance industry? [By volunteering with InVEST!](#) Options include teaching in or visiting the classroom, bringing students to your office, or attending career fairs. To get involved, contact [Jeff Odom](#) or [Jason Levine](#).

MARKETING

Here's why consumers should choose an independent agent

To most consumers, an insurance agent is an insurance agent. A new animated video created by Trusted Choice explains how an independent agent is different, and why consumers should choose one. [Watch the video.](#)

Quoting a personal umbrella for the elderly may be easier than you think

Gone are the days of insurers denying personal umbrella coverage for someone based solely on age. Fact is, elderly drivers are often just as easy to quote as any other customer. [Read FAIA Member Services Managing Director Dave Burt's blog to see why.](#)

WORTH NOTING

INDUSTRY NEWS

Amwins Group, Inc.: completed the acquisition of Private Client Insurance Group.

City of Orlando: current flood-plain information, including FEMA elevation certificates, and technical assistance are available from the City of Orlando. For more information, [visit the city's website](#), call 407-246-2271, or visit the Office of Permitting Services on the first floor of City Hall.

Olympus Insurance Company: named Martin Newby as vice president of Claims.

PURE Insurance: named Natali Mohanty as senior vice president of Data & Analytics; Scott Spencer as senior vice president of Risk Management; Jennifer Spindler as senior vice president of Underwriting Operations; and Michael Taylor as senior vice president & deputy chief claims officer.

Security First Insurance Company: named Kathy Wood as vice president of Corporate Compliance.

UPC Insurance: entered into a merger agreement with American Coastal Insurance Company. Also, appointed Scott St. John as chief claims officer.

Selective Insurance Group: Financial strength rating of "A" and issuer credit rating of "a+" affirmed by A.M. Best.

Hurricane season is far from over

School may be back in session, but hurricane season is just getting cranked up. We're now moving into the peak of hurricane season, when tropical activity tends to increase in both frequency and intensity. Take a few minutes to visit FAIA's Disaster Command Post and add your Catastrophe Zone Coordinator to your cell phone contacts. Also consider joining Disaster Command Postings in the Community for the latest weather updates.

2015–2016 Fiscal Year in Review

The great ideas, hard work, and commitment of FAIA's Board of Directors, along with FAIA staff, made 2015–2016 a year of noteworthy accomplishments. See the highlights from advocacy, education, membership, and more.

IN MEMORIAM

FAIA extends its condolences to the family, friends, and colleagues of:

Thomas Edward Danson, Jr.

The former state representative died on July 31, 2016. A native Floridian, Tom graduated from the University of Florida. He built a 50-year career in the insurance industry, working for both companies and agencies, and also serving on numerous local and state boards. He represented Sarasota and parts of Manatee County in the Florida House of Representatives, serving four terms in office. Read more about Tom's life in the *Sarasota Herald-Tribune*.

Wilbur Eugene Jones

The founder of the Wilbur Jones Insurance Agency and former state lobbyist, passed away on August 7 at the age of 104. His was a full life, which included serving in the U.S. Army Air Corp in World War II and in the Korean War, working as the chairman of the State Road Department under Gov. Collins, serving as president of the Tallahassee Chapter of the Red Cross Association, and as president of Apollo Beach. He was one of the few survivors of the Great Labor Day Hurricane of 1935. And, he's the reason behind highway beautification in Florida. Read more about his life in the *Tallahassee Democrat*.

NEW AGENCY MEMBERS

Bellken Insurance Group: Davie

Moody Insurance Group: Ft. Lauderdale

P.G.I. of West Central Florida, LLC: Bradenton

Raney Insurance and Bonding: Pensacola

NEW ASSOCIATE MEMBERS

C. Oaks Consulting, Inc.: Alva

Mapfre Insurance Company: Lake Mary

CALENDAR OF EVENTS

FAIA EVENTS

- 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: August 18, 2016; Hilton Palm Beach Airport Hotel, West Palm Beach.
- [Pinellas Association of Insurance Agents](#), Board Installation Banquet: Sept. 1, 2016; Bayou Club, Largo.
- [IIA of South Florida](#), Installation Dinner: Sept. 16, 2016; Rusty Pelican, Key Biscayne.
- Pinellas Association of Insurance Agents, Big-I Day: Sept. 22, 2016; Broadmoor Golf and Country Club, Seminole.

YAC EVENTS

- Miami YAC, Roundtable Dinner: August 30, 2016.

INDUSTRY EVENTS

- [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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