

Agents Confidential #22, 8/4/16

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[PAST ISSUES](#)

ADVOCACY

Election endorsements for 2016



Florida's primary election is less than four weeks away. If you're looking for business-friendly candidates, regardless of party affiliation, [read Kyle Ulrich's blog](#) for a list of candidates—including four of your fellow agents—who've received support from FAIA's political action committees.

Conference to cover state of the workers' compensation market

Add this to the already tumultuous Florida workers' compensation landscape: The U.S. Supreme Court has been asked to review a challenge of the constitutionality of Florida's workers' compensation system, the same challenge recently denied by the Florida Supreme Court. Agents looking to make sense of it all—from rate increases to rating—should consider attending the 71st Annual Workers' Compensation Educational Conference on August 21–24 in Orlando. [Read Laura's Legal Brief of the Week](#) for details about agent-specific breakouts.

MEMBER AGENCY NEWS

OIR approves thousands more Citizens policies for take out

August is the only month this year *without* any Citizens take-out activity. The activity picks back up in September, as the Office of Insurance Regulation has approved the removal of thousands more policies in September and October. [Read the CPIC blog](#) for carriers and counts.

EDUCATION

NFIP vs. private flood insurance? You report, customer decides



David Thompson's [latest addition to the Education Library](#) offers suggestions to help educate agency staff and inform customers about the advantages and disadvantages of the private flood

market. Check it out; then, [weigh in with your opinion](#).

Virtual University offering webinar on new Department of Labor overtime rule

If you missed FAIA's webinar on the U.S. Department of Labor's new overtime rule, you can catch New Overtime Ruling: Decisions to Be Made, [presented for IIABA members by Don Phin](#), a veteran employment lawyer and agency consultant. Topics for the August 30 class include the basics of the new regulations and traps created by the white-collar exemptions. [Learn more and register](#).

Learn from ACT how e-signatures can simplify agency work flows

Join the Agents Council for Technology (ACT) on Tuesday, August 16 from 2:00 to 2:30 p.m. EDT to learn how implementing eSignatures into your agency's work flow saves time and money, while also improving the customer experience. [Learn more and register](#).

MEMBER SERVICES

Acentria Insurance, Destin:

acquired the Powell Agency in Niceville, FL.

AssuredPartners of Florida, LLC,

Lake Mary: appointed Negar Sharifi vice president and Phil Masi senior vice president.

Ben Brown Insurance

Agency, Inc., Sarasota: named a Top 10 Growth Agency by Auto-Owners Insurance.

Boyd Insurance & Investment Services, Inc., Bradenton:

won the *Bradenton Herald* People's Choice Award for the sixth consecutive year.

Carrier Insurance Agency, Inc.,

Fern Park: has been acquired by The Hilb Group, LLC.

Florida Insurance Planners & Financial Services, Longwood:

celebrated 25 years of serving the people of Seminole County.

Florida Trend: congratulations to BKS Partners, Tampa; Bouchard Insurance, Inc., Clearwater; Rogers, Gunter, Vaughn Insurance, Inc., Tallahassee; and We Insure, Jacksonville, on being named a *Florida Trend* "Best Company to Work For."

Lanier Upshaw, Inc., Lakeland:

successfully nominated the Florida Baptist Children's Home for a grant from the Westfield Insurance Foundation's Legacy of Caring program.

INDUSTRY NEWS

Save extra on UPS shipping with special introductory offer

If you haven't already signed up for FAIA's UPS Savings Program, now's the time to do so. Members who join now receive half off select services for four weeks after enrolling. When the introductory period ends, enrolled members save up to 34% (more than year's past) on a broad range of shipping services, including air, international, ground, and freight. Go online to enroll and start saving, or call 1-800-636-2377 during business hours.

YOUNG AGENTS COUNCIL

Young agents collecting school supplies through August 15



This weekend is Florida's Back-to-School Sales Tax Holiday. So while you're shopping for school supplies, pick up some extra to donate to SmartStart4Kids. Your contributions benefit children served by deserving nonprofit organizations in your community. Go online to find a drop off location near you.

American Integrity Insurance: named Gloria Hendrickson as senior vice president of Risk Management.

American Strategic Insurance: promoted Jessica Peskin to vice president of Marketing.

Arthur J. Gallagher & Company: acquired Gabor Insurance Services, Inc.

First Floridian Auto and Home Insurance Company: financial strength rating of A- and issuer credit rating of "a-" affirmed by A.M. Best.

Florida Trend: congratulations to American Strategic Insurance, St. Petersburg; FCCI Insurance Group, Sarasota; Sawgrass Mutual Insurance Company, Davie; and Security First Managers, Ormond Beach, on being named a *Florida Trend* "Best Company to Work For."

Great American Insurance: announced plans to acquire the National Interstate Corporation.

Heritage Insurance Property & Casualty Company: is now writing homeowners policies in South Carolina.

Insurance Information Institute: named Sean Kevelighan president and CEO. He succeeds Robert Hartwig.

Kemper Corporation: financial strength rating of A- and issuer credit rating of "a-" affirmed by A.M. Best.

National Council on Compensation Insurance, Inc.: named Susan Donegan chief regulatory services officer. She succeeds Helen Westervelt.

Universal Insurance Holdings: announced Universal Direct® is available to homeowners in South Carolina and Indiana.

NEW AGENCY MEMBERS

Brad Burns Insurance: Perry

Brad Burns Insurance: Tallahassee

Direct Insurance Network, LLC: Boca
Raton

**Iannone Insurance & Risk
Management, Inc.:** Ft. Myers

Linca Insurance Agency: Jupiter

Milton Carpenter Insurance, Inc.:
Okeechobee

Reliant Insurance Services, LLC:
Tampa

**Specialty Insurance of North
Florida, LLC dba Bayou Insurance
Services:** Niceville

**Vantage Pointe Insurance Group,
LLC:** Weston

NEW ASSOCIATE MEMBERS

Rogers & Gray Insurance Agency:
Dunedin

CALENDAR OF EVENTS

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: August 18, 2016; Hilton Palm Beach Airport Hotel, West Palm Beach.
- 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

- SmartStart4Kids: July 1–August 15, 2016.
- YAC Zone 6, SmartStart4Kids Collection Event: August 4; Splitsville Bowling, Tampa.

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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