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FLORIDA ASSOCIATION OF INSURANCE AGENTS

# AGENTS CONFIDENTIAL

*for your eyes only*

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## ADVOCACY

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### Draft IRS regulation good news for agencies organized as pass-throughs



Laura Pearce, vice president and general counsel

Insurance agents are not a “specified service trade” according to draft regulations released by the U.S Treasury and the Internal Revenue Service. That means the full 20-percent deduction for pass-through businesses will soon be available to insurance agencies organized as S corporations. [Read “Laura’s Legal Brief of the Week”](#) for an overview of the draft regulation, and watch for information about an upcoming webinar with IIABA’s government affairs team.

[READ MORE](#)

## WORKFORCE DEVELOPMENT

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### Promote insurance careers, preview potential hires at upcoming college expos



Dave Newell,

FAIA’s Workforce Development Committee met in Destin last week, and already five events are planned. The job fairs and expos, beginning August 30 and running through November 8, are designed to put agents in front of potential hires, promote the industry, and show support for the state college Risk Management & Insurance degree programs. In most cases, tables are available for agencies and

director of  
Education and  
Workforce  
Development

companies interested in showcasing their businesses. [Read Dave Newell's blog](#) for dates, times, and registration information.

LEARN MORE

## Florida student awarded top InVEST Scholarship

InVEST recently awarded \$62,500 in scholarships to 46 students—19 of them from Florida—pursuing insurance-related degrees. Nishka Ahuja, a student at Marjory Stoneman Douglas High School in Parkland, received the \$5,000 Randy Roth Applied Memorial Scholarship.

SEE ALL RECIPIENTS

## EVENTS

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### Convention tweaks offer more value for the money

Year after year, post-Convention surveys reveal the No. 1 reason agents attend Convention is to network with companies and fellow agents. So, with laser focus on giving agents more of what they most want, we're making some changes in 2019 to increase networking opportunities. [Cindy Molnar announces the Convention theme](#) and rolls out the changes (the party is moving to Friday night!) in the Community.

#### Don't wait to book your room

FAIA's room block fills up earlier and earlier each year, so if you plan to register for Convention, get a head start by booking your room at the Orlando World Center Marriott now. Please remember that FAIA's room block is intended for *registered* Convention attendees.



RESERVE A ROOM

## ASSOCIATION NEWS

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## 2017–2018 Fiscal Year in Review

The great ideas, hard work, and commitment of FAIA’s Board of Directors, along with FAIA staff, made 2017–2018 a year of noteworthy accomplishments. [See the highlights](#) from advocacy, education, membership, and more.

### IN CASE YOU MISSED IT...

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#### Keep work comp clients informed, compliant

The Florida Division of Workers’ Compensation’s has published its first issue of [The Navigator](#). The purpose of The Navigator is to inform employers and other interested parties about the Division’s activities in combatting fraud, and to provide valuable insight about Florida’s compliance and coverage requirements. [Read more](#).



#### Ensure hope with a click

For the seventh year in a row, Trusted Choice is supporting Make-A-Wish—enriching the lives of children with critical illnesses through remarkable experiences. Trusted Choice is making it easy for you to help ensure dreams come true nationwide become a reality. “Donate your click” and Trusted Choice will donate \$10 on your behalf to Make-A-Wish. [Donate your click](#).

### NEW MEMBERS

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#### ASSOCIATES

- **@RISK Technologies:** Sarasota
- **Expert Inspectors, Inc.:** Ormond Beach

### HEADLINES

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#### MEMBER NEWS

- **Al Purmort Insurance, Sarasota:** has partnered with Shepherd Insurance.
- **Robert W. Norberg, AAI, ACSR, Arden Insurance Associates, Inc.:** appointed president of Arden Insurance. Kenn Norberg, the founder, remains as chairman.
- **Baldwin Risk Partners, LLC, Tampa:** recognized by *Business Insurance* as the 57th largest broker in the United States.

- **Florida Trend “2018 Best Companies to Work For”**: Congratulations to the following members for being recognized as a Best Company to Work For: Bouchard Insurance, Inc. (Clearwater); Brown & Brown of Florida, Inc. (Tallahassee); Darr Schackow Insurance Agency, LLC (Gainesville); Lanier Upshaw, Inc. (Lakeland); Rushing Insurance, LLC dba Beck Partners Insurance (Pensacola); and Wiglesworth-Rindom Insurance Agency, Inc. (Delray Beach).
- **Insurance Journal, “Top 100 Independent Property/Casualty Agencies”**: Congratulations to the following members for being recognized as one of the Top 100 Independent Property/Casualty Agencies in America: AssuredPartners of Florida, LLC (Lake Mary); Baldwin Risk Partners, LLC (Tampa); Bouchard Insurance, Inc. (Clearwater); Gulfshore Insurance, Inc. (Naples); Insurance Office of America, Inc. (Longwood); Sihle Insurance Group, Inc. (Altamonte Springs); and Wallace Welch & Willingham, Inc. (St. Petersburg).
- **Samuel B. Rogers, Sr.**: the past FAIA chairman received the Volunteer Florida Champion of Service Award, Florida’s official statewide volunteer recognition, during a Florida Cabinet meeting.
- **Seeman Holtz Property & Casualty, Inc., Boca Raton**: acquired JEM Insurance Services.

## INDUSTRY NEWS

- **AAA Insurance**: recognized as the “Brand of the Year” by the 2018 Harris Poll EquiTrend Study.
- **American International Group**: appointed Jonathan Wismer senior vice president, deputy chief financial officer, and chief accounting officer.
- **AmWINS Group, Inc.**: named Robert “Bob” Petrilli president of Underwriting. Also announced the formation of two specialty managing general agencies, AmWINS Specialty Logistics Underwriters and Sentinel Marine Underwriters.
- **Chubb Insurance**: appointed Megan Watt executive vice president, head of North America claims.
- **Farmers Insurance**: expanded into Florida, offering automobile, homeowners, umbrella, and specialty policies.
- **Florida Trend “2018 Best Companies to Work For”**: Congratulations to the following members for being recognized as a *Best Company to Work For*: Centauri Specialty Insurance Company (Sarasota); and FCCI Insurance Group (Sarasota).
- **FUBA Workers’ Comp**: [partnered with Lancer Indemnity Co.](#) to offer Florida small businesses access to A-rated, fully insured, and non-assessable workers’ compensation insurance. The partnership marks FUBA’s switch from the previous self-insurance model.
- **IIABA**: announced Dave Evans as senior vice president, Big I Advantage Life & Retirement Solutions.
- **National Flood Services**: has been acquired by PEAK6 Investments LP from Aon plc.

- **QBE North America:** sold its personal insurance independent agency policies to Safeco Insurance.
- **Tower Hill Specialty:** announced it is offering property insurance policies in Georgia, Indiana, Ohio, Texas, and Wisconsin.
- **Travelers:** appointed Daniel S. Frey executive vice president and CFO.

## CALENDAR OF EVENTS

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### FAIA EVENTS

- March 19–20, 2019: [Capitol Days](#); Tallahassee.
- June 19–21, 2019: [115th Anniversary Convention and Educational Symposium](#); Orlando World Center Marriott, Orlando.

### LOCAL BOARD EVENTS

- Sept. 5, 2018: [IIA of Central Florida, Officer Installation Luncheon](#); The Citrus Club, Orlando.
- Sept. 23, 2018: [IIA of Palm Beach County](#), Dolphins vs. Raiders football; Hilton Palm Beach Airport Hotel, West Palm Beach.

### YOUNG AGENT EVENTS

- January 22–23, 2019: [Young Agents Council Sales & Leadership Conference](#); Tampa Marriott Waterside.
- March 18–20, 2019: [YAC Political Summit](#); Tallahassee.

### INDUSTRY EVENTS

- August 19–22, 2018: [Workers' Compensation Institute Annual Conference](#); Orlando World Center Marriott, Orlando.
- August 22–26, 2018: [IIABA Fall Leadership Conference](#); Springfield, MA.



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