



Local  
Agents  
Serving  
Main Street  
America<sup>SM</sup>



# Maine Insurance Agents Association

Products & Services  
YOUR member benefits!





## First things first –

1. ADD us to your favorites [www.maineagents.net](http://www.maineagents.net)



3. Follow us on:



4. Download IA IPAD APP



# Got mail?

- ▶ If you haven't received our monthly bulletins and newsletters – **News You Can Use** – please contact the Associations office to be added to the email list!



# Errors & Omissions Coverage

Applications can be found at [www.maineagents.net](http://www.maineagents.net)

- ▶ Swiss RE
- ▶ UTICA
- ▶ Fireman's Fund



# Commercial Insurance Premium Financing



- ▶ Fully automated online service
- ▶ Personalized customer service
- ▶ Competitive rates
- ▶ Online payments
- ▶ For participation by your agency and/or your clients

# E&O Commercial Umbrella

- ▶ A commercial umbrella underwritten by Swiss RE is available to MIAA members only. This product is designed in conjunction with IIABA, to meet the needs of independent insurance agents. It offers Broad coverage over primary casualty lines.
- ▶ Limits up to \$10 million; can be packaged with your primary E&O coverage to provide limits up to \$20 million in E&O protection.
- ▶ May be written over E&O carriers other than Swiss RE.
- ▶ Contact Gayle McPherson [Gayle@maineagents.net](mailto:Gayle@maineagents.net) for additional information on this member benefit.

**YOU**  
**CAN NEVER BE**  
**= TOO =**  
**PROTECTED.**

# Cyber Liability Coverage

- ▶ Offering a slot-rated Data Breach Program for MEMBERS ONLY with a short form application for stand-alone coverage through Beazley.
- ▶ As a Beazley Breach Response policyholder, you will have access to risk management policies and procedures, training and other tools.
- ▶ In addition, when you have a covered breach, they are ready to deliver a well-coordinated response.
- ▶ Visit [www.maineagents.net](http://www.maineagents.net)

# For Your Employees:

- ▶ Health Insurance
- ▶ Short & Long Term Disability
- ▶ Dental Insurance
- ▶ Life Insurance
- ▶ Retirement Services (IRA's, 401K)





# RLI's Personal Umbrella Policy



- ▶ Stand Alone Umbrella
  - ▶ Self Underwriting Application
  - ▶ Limits of \$1M to \$5M
  - ▶ **Excess \$1M UM/UIM available**
  - ▶ A+ rated company
- 
- ▶ Contact RLI Administrator – Lynda Holt



# RLI's Home Business Insurance

- ▶ Liability limits up to \$1M
- ▶ Business property protection
- ▶ Optional coverage for money and securities
- ▶ Electronic data processing coverage
- ▶ Loss of income coverage
- ▶ Premiums starting as low as \$150 annually



**RLI**<sup>®</sup>

# Flood Insurance

**When it comes to your flood carrier,  
it's a bright idea to choose Selective.**



The IIABA National Flood Office and the Selective Insurance Company will help you with all your flood insurance needs. From the original quote - all the way through closing a claim, we are there to make it easier and with very competitive commission.

For more information, contact Big "I" National Flood Office at 1-800-221-7917 or visit website [www.iiaba.net/flood](http://www.iiaba.net/flood)



Big "I"  
MARKETS

## ▶ Access to online markets

Markets include affluent homeowners, bonds, commercial packages, habitational, non-standard homeowners. Currently our members are writing travel insurance, restaurant casual dining, non-stand homeowners, miscellaneous professional liability, affluent homeowners– visit [www.bigimarkets.com](http://www.bigimarkets.com) for a complete product guide.

- ▶ No fees
- ▶ No volume commitments
- ▶ Competitive commissions
- ▶ IIABA User ID & Password Required

# Advocacy – Local, State & National















- ▶ Lobbyist – State & National
- ▶ Bulletins
- ▶ Weekly updates posted on our website
- ▶ Attendance at two national Legislative Conferences & Congressional visits annually
- ▶ PAC's – Political Action Committees



# Social 5

<https://socialfive.net/landing/miaa/>

Need help with Social Media? Members can deduct \$100 from any monthly plan and the startup fees! Check out MIAA's social sites to see what Social 5 can do for you.

		STARTER	MOBILE	SAVVY	ZEN	GROW
	<b>Team Of Professional Writers</b> Personal Intake Session	●	●	●	●	
	<b>Mobile</b> Tablet & Smart Phone Enabled		●	●	●	
	<b>Email   Blog</b> Email Capture, Monthly Email		●	●	●	
	<b>Facebook</b> Graphics, 3 Facebook Posts Per Week	●		●	●	
	<b>Twitter</b> Graphics, 5 Tweets Per Week			●	●	
	<b>Custom Facebook Tabs</b> Web, Twitter, Blog			●	●	
	<b>Share Out   Review Tab</b> Peer Recommendations By Customers				●	
	<b>LinkedIn</b> Graphics, 3 LinkedIn Posts Per Week				●	
	<b>mCard</b> Text-Based Business Card				●	
	<b>Analytical Dashboard</b> Live Analytical Portal, Individual Login				●	
	<b>Online Advertising</b> Campaign Creation, Management, Analytics					●
	<b>Content Boosting</b> Post Creation, Boost Management, Analytics					●
	<b>Share Out Plus   RedBox</b> RedBox Integration, Hosting, Prize Fulfillment					●
	<b>Contest Management</b> Quarterly Prizes, Giveaways, Campaigns					●
● ONE TIME STARTUP FEES		\$ 350	\$ 450	\$ 550	\$ 650	varies
● PAY MONTHLY		\$ 150	\$ 200	\$ 250	\$ 350	varies
● PAY ANNUAL 15% SAVINGS		\$ 1,530	\$ 2,040	\$ 2,550	\$ 3,570	Grow In Addition To Other Packages

Add A Grow Campaign To Starter, Savvy Or Zen Packages

See Grow Rate Card For Options and What's Included

# Education for ME!

- ▶ MIAA Offerings
  - Classroom
  - Custom in-house training
  - Self Study
  - Webinars
  - Online
  - Live Streaming
  - On Demand
  - Designations – CIC, CISR, ACSR, AAI, CRIS, CPIA



# Education for ME!

- ▶ Online Education – Discounts for you, growth for us  
*You must enter through the MIAA website to obtain the discounts*



30% discount to MIAA members

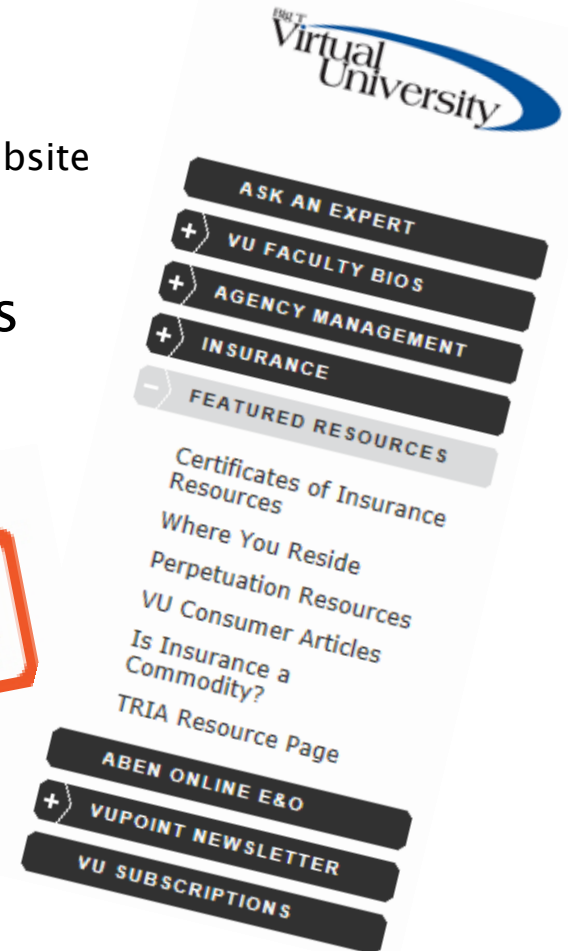


10% discount to MIAA members



# Education for ME!

- ▶ Virtual University – [independentagent.com](http://independentagent.com)
- Ask An Expert – member benefit
- VUPOINT Newsletter – Subscribe at IIABA website
  - Ask An Expert Briefs
  - Personal & Commercial Lines Articles
  - Sales Articles
  - FREE to agency members



## GET 20% OFF

on a DocuSign Professional annual plan as a Big I member

FREE TRIAL

BUY NOW

Have an account? [Login to upgrade](#)

## DocuSign Professional

**\$192/user/year** ~~\$240/user/year~~

Save \$48 per user with promo code **IIABA**

- ✓ For 1-10 users
- ✓ Endorsed by the Big I
- ✓ Shared templates for your frequently used documents and applications
- ✓ PDF compatible, plus auto-fill form capability
- ✓ Unlimited document signing & sending
- ✓ Legally binding and secure
- ✓ Custom branding
- ✓ Mobile access included
- ✓ Required fields ensure minimized E&O exposure

Interested in advanced functionality to allow your insureds to add supporting documents or process payments? How about automated delivery of Auto ID cards or a dedicated Account Manager to help you get started? [Click here to view our DocuSign Business plan.](#)

# Career Center



## Employers

Post a position – FREE

Caliper testing – Prescreening  
discounted rates for MIAA members.

## Job Seekers

Post your resume  
& search for jobs – Free



- ▶ Retired industry experts (25+ years)
- ▶ Designations
- ▶ Remote access from home
- ▶ No equipment necessary
- ▶ Select the wahve of your choice

Save 40%–50% of staff costs and overhead; testimonials available from MIAA members.



## Services available to agencies and companies through wahve

- ▶ Retail & Wholesale Broker P&C, Life & Health Services
- ▶ Bookkeeper / Controller
- ▶ Claims Representative
- ▶ Claims Assistant
- ▶ Customer Service Representative
- ▶ Account Manager
- ▶ CSR / AM Assistant
- ▶ Marketer
- ▶ Marketing Assistant
- ▶ Quality Control
- ▶ Policy Rater
- ▶ Sales Assistant
- ▶ Underwriter
- ▶ Underwriting Support

# MIAA On-Line Store

Partners with Winter People of Freeport, Maine. Purchases through the store provide MIAA with a 5% revenue share and affordable pricing to MIAA Members! Association logos available.



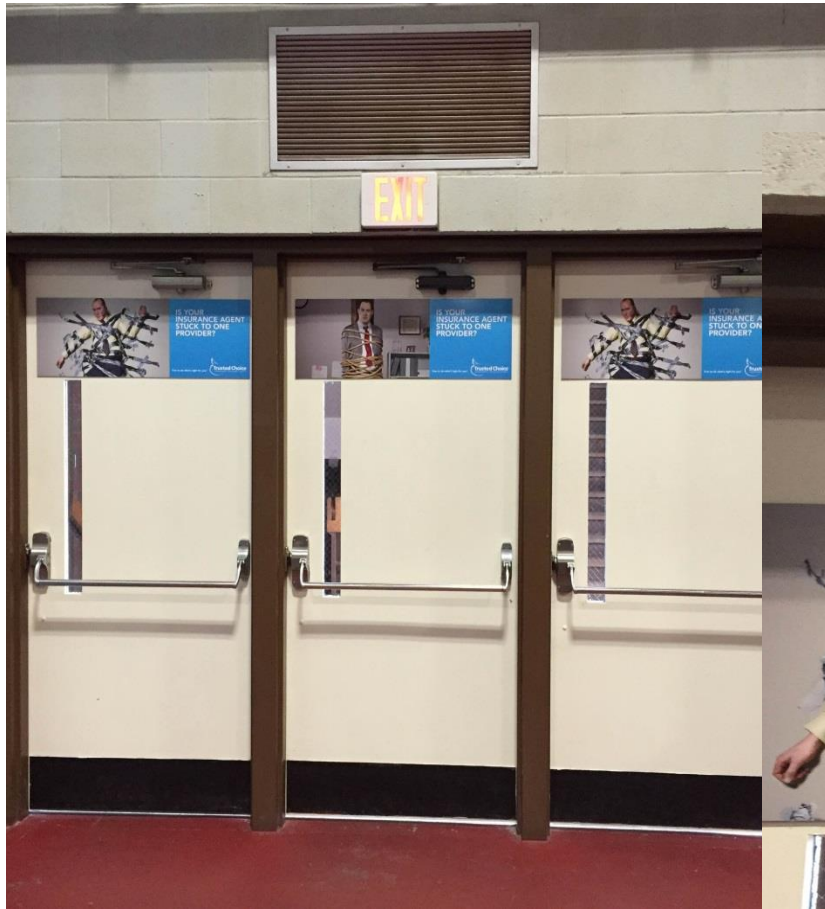
# Branding Our Industry

Samples of how MIAA is helping to brand Independent Insurance Agents

## Signage in Maine

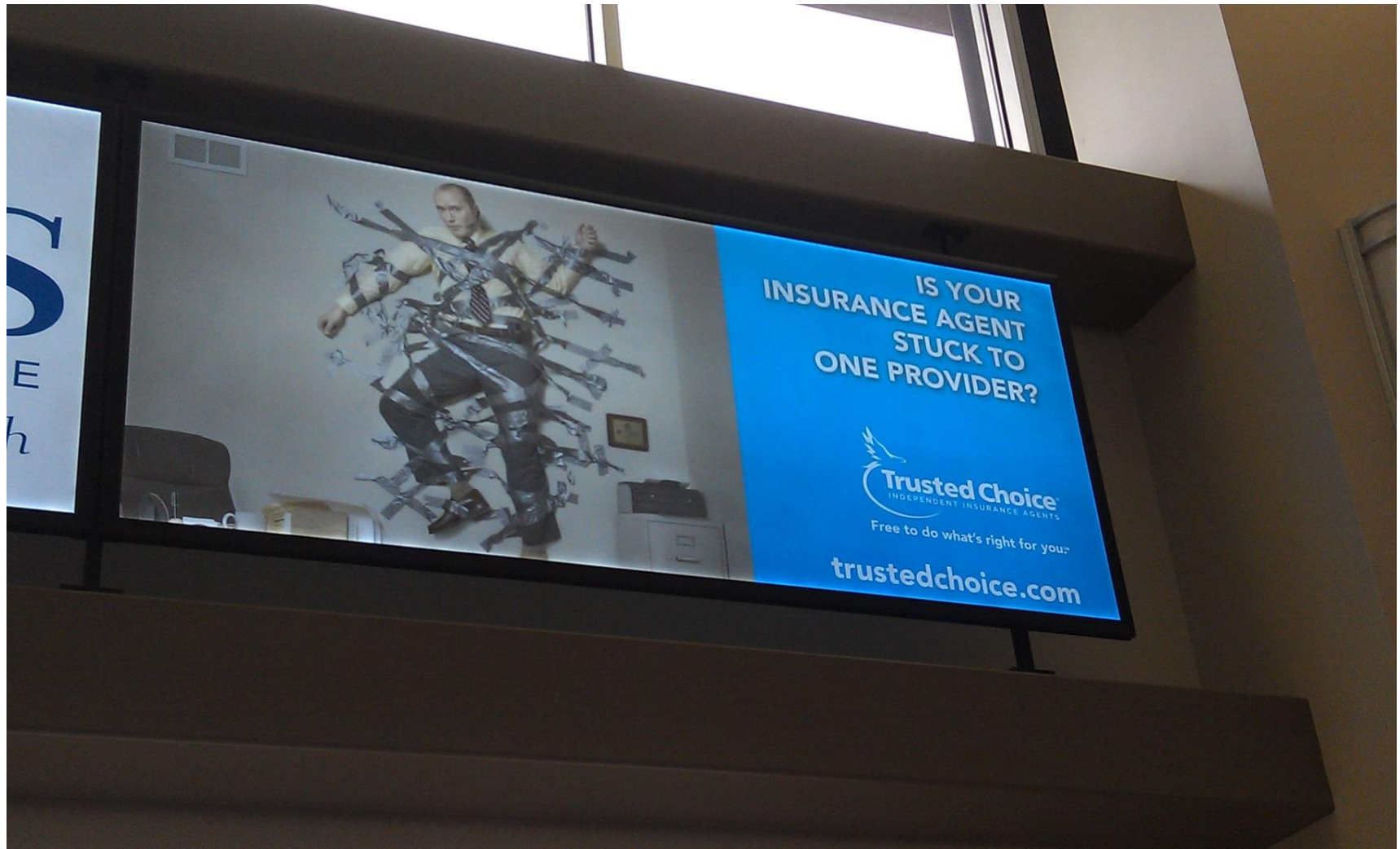
- ▶ **Cross Arena**
- ▶ **Cross Insurance Center**
- ▶ **Augusta Civic Center**

# Augusta Civic Center – 30 signs

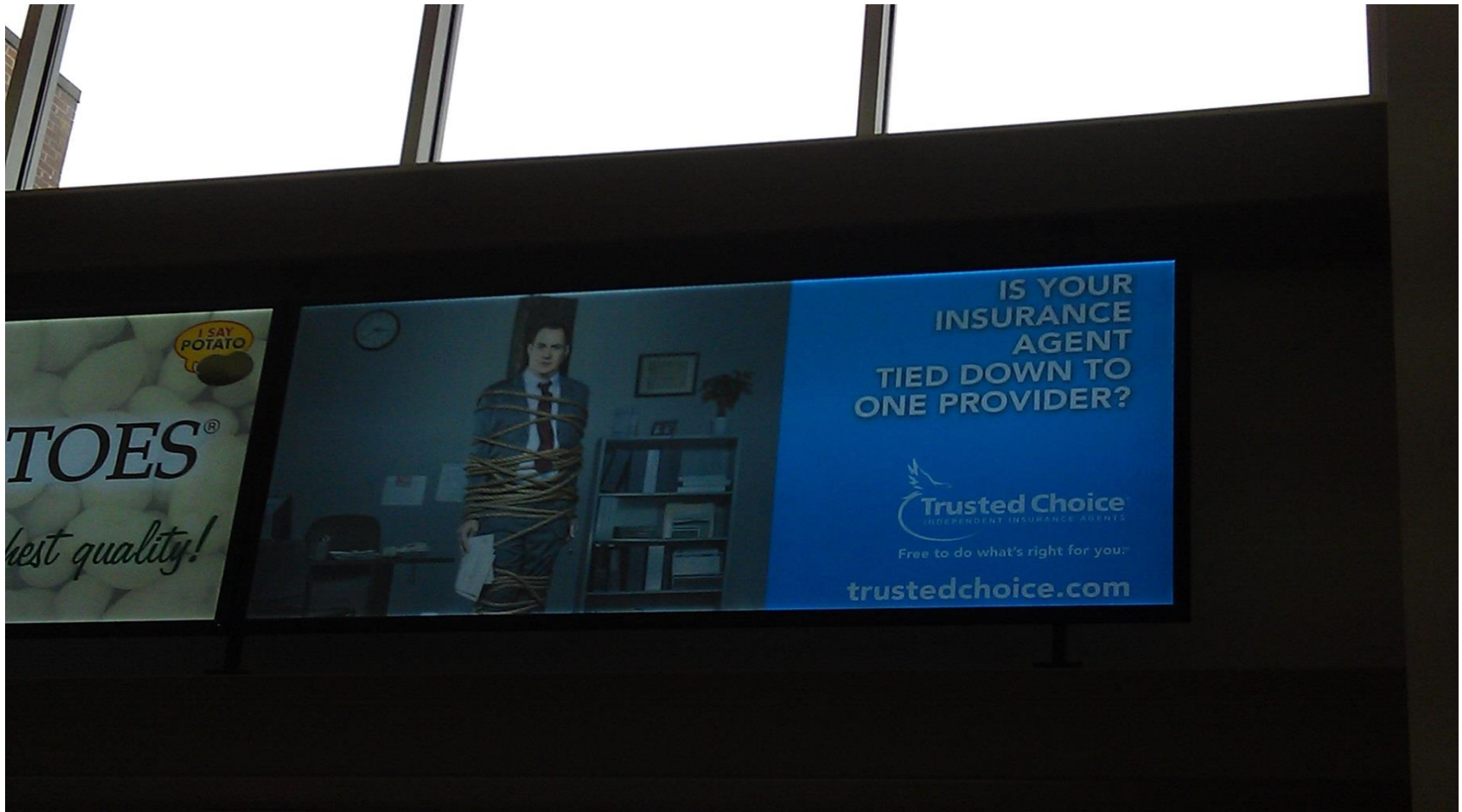




# Cross Insurance Center – Bangor



# Cross Insurance Center – Bangor



# Cross Insurance Center – Bangor



# Cross Insurance Center – Bangor



# Cross Insurance Center – Bangor



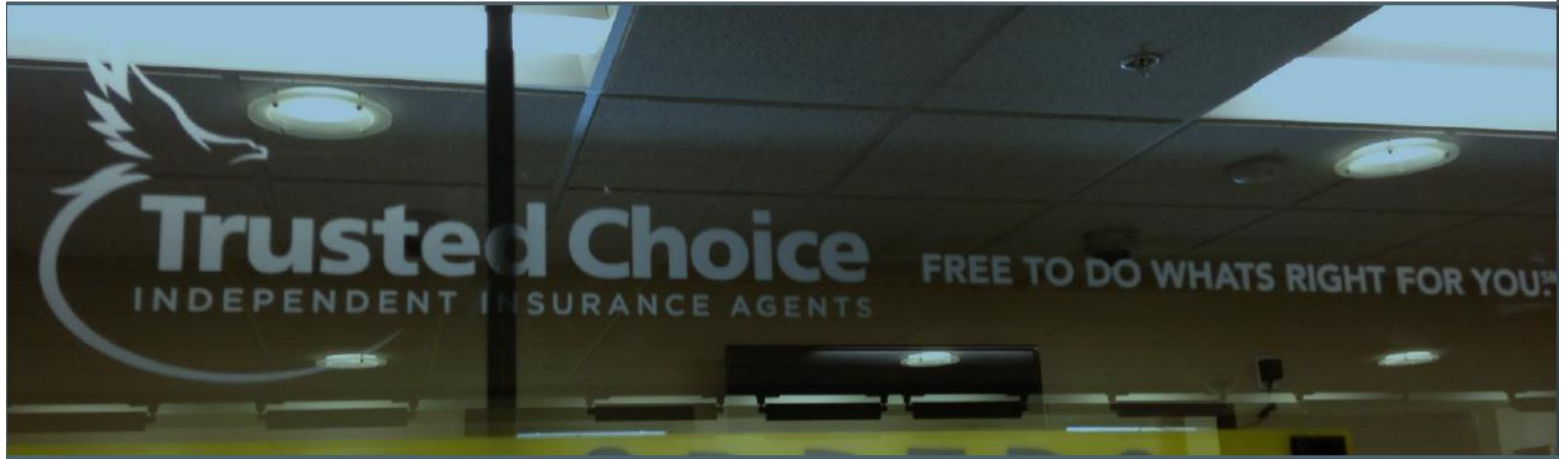
# Cross Arena – Portland



# Cross Arena - Portland



# Cross Arena - Portland





# [www.trustedchoice.com](http://www.trustedchoice.com)

- ▶ 14,000 key combination words now rank trustedchoice.com on page 1 of a google search!
- ▶ Try “Best Commercial Auto Insurance”
- ▶ Over 3 million visitors to trustedchoice.com
- ▶ 55% were looking for Personal Lines
- ▶ 45% were looking for Commercial Lines

## TrustedChoice.com – The First 3 Years.....

- ✓ 7,000,000 Insurance Consumers
- ✓ 13,000,000 Agency Impressions
- ✓ 3,500,000 Carrier Impressions
- ✓ 150,000 Referrals Delivered
- ✓ Advantage Subscriptions in Force:  
4,691 (3,051 PL; 1,640 CL)
- ✓ Carrier Participation: 61

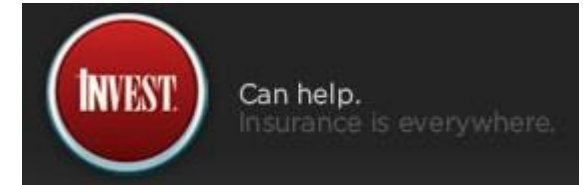


# [www.trustedchoice.com](http://www.trustedchoice.com)

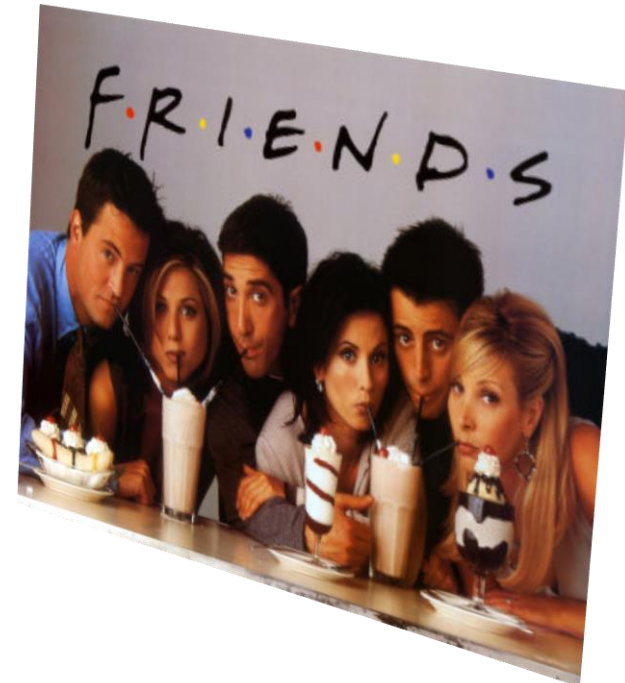
- ▶ \$49 a month
- ▶ Customized Agency Profile with Logo
- ▶ Unlimited pre-qualified prospects
- ▶ Consumers can find an agency and “Get a Quote”
- ▶ Preferred placement in agency search results
- ▶ Be sure to sign up for [www.agencynation.com](http://www.agencynation.com)



# Get Involved!



- ▶ Join a committee
- ▶ Attend the annual convention
- ▶ Attend an agent/company forum meeting
- ▶ Attend a national meeting



# Looking for meeting space?



Contact Lynda Holt for rates and specifics!



# Maine Insurance Agents Association



# Thank You!

- ▶ All of our products and services can be found at [www.maineagents.net](http://www.maineagents.net)



Remember, your association is only a phone call away!

207-623-1875

800-439-1875