

SAVE
MONEY

MAKE NEW
CONNECTIONS

PROTECT
WHAT YOU
VALUE

GROW
YOUR
BUSINESS

ACCESS
NEW
MARKETS



Local
Agents
Serving
the
Bluegrass

PIA OF KENTUCKY GUIDE TO MEMBER BENEFITS

ENHANCE
YOUR
SKILLS

MARKET
YOUR
AGENCY

PIA of Kentucky Newsletter

August, 2018

Greetings!

Are you familiar with all of the PIA Kentucky and National member benefits? We've produced the **2018 Guide to Member Benefits** so that you have an easy reference to ensure that you are taking advantage of all that your membership has to offer. Not yet a member? Our guide will give you insight into the many advantages of joining PIA.

[Download the 2018 Guide to Member Benefits now.](#)

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PIA Branding Program

Exclusive Marketing Resources

Here you'll find a growing collection of advertising and marketing support materials from the state and national level. Customize a marketing campaign, with free and discounted information and resources, that allow you to stand out from the competition.... [read more](#)

Consumer-Friendly Info Papers

New Resources Available

PIA has prepared a series of one-page consumer-friendly issue papers exclusively for PIA members. These can be distributed to your clients, or used on your website, emails or blogs. Social media copy is



Benefits to Come in 2018

- AVYST eForms Wizard

A turnkey submission workflow sales and risk management system that provides producers with the ability to input data once and complete agent specific, carrier unique and almost 800 ACORD forms. Increase efficiency and speed to market. Available free to PIA members through 2018 and then at half-price beginning in 2019.

- Cyber Insurance to Sell

In partnership with ABA Insurance Services, cyber insurance will soon be available for your small business clients. Like their protection for your agency, premium discounts and policy enhancements will also be available.

- Discounted Licensing Prep

PIA of Kentucky has partnered with Kaplan to begin offering a 20% discount on all on-line state exam pre-licensing options for our members.



[Download Now](#)

Call for Nominations

PIA National is currently accepting award nominations now through **August 8, 2018**, for four prestigious national awards: the Company Award of Excellence, Company Representative of the Year, Managing General Agency (MGA) of the Year and Excellence in Social Media awards.

[Download Nomination Forms](#)



also provided for each paper. Three new topics have been added: Summer Heat & Fire Risks, Identity Theft and Hurricane Preparedness.....[read more](#)

PIA Trust Insurance

Protection for You and Your Employees

As a PIA member you can choose from several high-quality, competitively priced insurance plans to help protect you, your employees and families. You can customize your protection to best suit your needs..... [read more](#)

E&O Insurance

The Right Coverage

At PIA, we're not just E&O professionals, we're independent agents just like you. We understand your needs and we know the marketplace. We have access to multiple markets, with differing appetites, so chances are we can find the coverage and price that's right for you. Get a [Quick Quote](#) now..... [read more](#)

Cyber Coverage for Your Agency

The Need is Real

PIA National has partnered with ABA Insurance Services to develop a cyber liability insurance program that addresses and covers the specific needs of small and medium-sized businesses [read more](#)

Cyber 101

Gain Practical Knowledge

The PIA Partnership brings PIA members and agents appointed by Partnership companies an educational resource to gain practical knowledge about the cyber risks faced by businesses and the insurance coverages that have evolved to help protect those businesses.....[read more](#)

PIA Market Access

Take Your Agency to New Heights

The PIA Market Access Program is a wholesale market access program for PIA members, provided through partnership with InsureZone. Agents who enroll in the PIA Market Access Program will receive the first two months free.....[read more](#)

CE Pass

One Low Price. Unlimited CE Credit

PIA of Kentucky, in partnership with Kaplan now



...membership, in partnership with Kaplan, now offers the CE Pass to provide unlimited online access to approved Kentucky CE credit, exclusively for PIAK members. Your licensed staff who do not yet hold a designation can obtain CE credit for only \$45 annually....[read more](#)



Local Agents Serving the Bluegrass

In Every Issue

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- [Our Partners](#)

Featured Member



(l to r) Steve Corey, Sophia Crowe, Sam Lotze, Rhonda Roberts, Wayne Young, Ed O'Rourke, Jr., (not pictured) Angela Huntsman

Independent Agents of KY

Independent Agents of KY is located in Louisville, KY in the Hikes Point community. We were originally founded in 1958 and our staff of seven has over 100 years combined experience in the insurance industry! We are a full service insurance broker licensed in seven states and we help our customers find the best coverages and price for home, auto, commercial, life, health, specialty and other insurance needs.

PIA has been beneficial to our agency because it has given us access to some markets and carriers that we did not previously have via PIA's relationship with Indium and Hartford Flood.

They can be contacted at (502) 459-8880.

Education

CPIA Classes

CPIA 3 - Sustain Success

August 15 ~ Frankfort

The American Insurance Marketing and Sales Society's (AIMS) Certified Professional Insurance Agent Designation is the first-of-its kind, hands-on, how-to training. [Learn more about earning your CPIA designation.](#)



CISR Classes

Life & Health Essentials

August 15 ~ Lexington

Insuring Commercial Property

August 15 ~ Paducah

Commercial Casualty II

August 21 ~ Louisville

Insuring Commercial Property

September 12 ~ Lexington

Personal Lines Miscellaneous

September 19 ~ Paducah

Life & Health Essentials

September 20 ~ Louisville



Agency Operations

October 10 ~ Louisville

Commercial Casualty II

October 17 ~ Paducah

William T. Hold Seminar

October 23 ~ Louisville

Ruble Graduate Seminar

JK Ruble Seminar

September 18-19 ~ Louisville

Get away from your day-to-day routine and meet your colleagues in a stimulating educational forum, at a top recreational vacation spot or right in your own backyard. Along with instruction by expert faculty and a chance to tackle the hottest topics, dues-paid designees* can fulfill their CIC and CRM update requirement and earn CE credit for most seminars in all CE states.



CIC Classes

Life & Health

October 24-26 ~ Louisville

There are countless opportunities for property and casualty professionals to develop life and health business. This institute will provide the essential background and knowledge for your personal understanding of these important products. It should also instill confidence in you to provide some counseling and guidance to your clients and succeed in this market.



Latest News

2 Tornadoes Knock Out Power for 20K People in Kentucky The weather service in Louisville says storms on Friday produced an EF-1 tornado in Hart County and an EF-0 tornado in Metcalfe County. In addition to strong winds, there were multiple reports of hail, ranging from the size of

quarters in Louisville to the size of softballs in Tompkinsville..... [more](#)

7th Lawsuit Against Opioid Makers Filed by Kentucky AG The company's website claimed its product would "enable patients to stay in the workplace, enjoy interaction with family and friends and remain a member of society." But Kentucky's Attorney General is more interested in what the company did not say: Its product was dangerously addictive.....[more](#)



Statement on Senate Passage of Four-Month NFIP Extension The National Association of Professional Insurance Agents (PIA) is pleased the U.S. Senate passed a four-month extension of the National Flood Insurance Program (NFIP) to November 30th. The House passed the same measure last week.....[more](#)

Acuity Named a Best Employer for Women Acuity Insurance is named to the Forbes list of The Best Employers for Women 2018, identified from an independent survey of more than 40,000 U.S. employees working for companies employing at least 1,000 people.....[more](#)

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Liberty



KEM



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