How to Balance Needs
Yours v. Your Agency's
It's hard to run a business. What many owners don't understand is that building a successful advisory business is about finding the right balance between their needs and the needs of their business ......

2019 Is Here
What's Your Plan?
The New Year gives everyone a chance to reflect on this past year. As you do, you may possibly give thanks for continued prosperity, and make plans to enter 2019 with a new resolve. Because it’s true: nothing happens unless we make it so ......

Goal Setting
It's Not Always Easy to Get it Right
You want to be your best so you can serve your clients at the level they deserve. In order to achieve that, you need to have a goal. Goals let you see where you want to go, how you want to improve, and in what ways it will benefit both you and your clients ......

Agency Producers
Setting and Tracking Goals
Every inexperienced agent and seasoned producer is hired with some general production goals in mind. In the first few weeks and months that follow, their managers diligently watch over their new hires ....
The AVYST eForms Wizard was developed by industry professionals for industry professionals. It's easy, logical and seamless. And it empowers you to do more of what you do best.

Learn more here.

The Ten Commandments
Of Time Management
Insurance agents and advisors are often terrible at time management. I speak from personal experience - I'm easily distracted. Time is money, yet have you ever met an advisor who hasn't complained about not having enough time or sales support? .... read more

Your Best Sales Year
2019
Warning: if you're looking for a short cut or easy way to your best year, you probably won't like this article. What I have to say is not what the majority of the population wants to hear. That said, it is what you need to hear if you what to have your best year in 2019 ..... read more

Call for Nominations
PIA has announced their call for award nominations for three prestigious awards. Learn More

In Every Issue
E&O Alert
Education - Upcoming KY events
Latest News
Our Partners

Education

Start Your Career With Us!
We partner with Kaplan to provide you with exclusive pricing on prelicensing education.

CIC Classes
New Format: 16 CE Hour Institute Wednesday & Thursday ONLY  Exam: Friday 8-10AM

Commercial Property
January 23-24 ~ Louisville

In order to maximize coverage and protect your increasingly complex commercial property accounts, it is important to have a detailed understanding of Commercial Property coverages and endorsements, as well as the concepts used when correctly writing this business. Equally important is a familiarity with other coverages such as Time Element (Business Income), and Equipment Breakdown. At this institute you will learn to help provide your customers with the advice and protection they need.
Agency Management
March 6-8 ~ Louisville


CISR Classes

**Personal Residential Property**
January 23 ~ Lexington

**Personal Auto Exposures**
January 23 ~ Paducah

**Insuring Commercial Property**
January 30 ~ Louisville

**Commercial Casualty II**
February 13 ~ Louisville

**Commercial Casualty I**
February 20 ~ Paducah

**Personal Auto Exposures**
March 12 ~ Lexington

**Agency Operations**
March 13 ~ Louisville

**Personal Residential Property**
March 13 ~ Paducah

View entire calendar of events

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**Latest News**

**Kentucky Gov Appoints Collins to State Workers’ Comp Funding Commission**
Kentucky Gov. Matt Bevin has appointed Brenda Collins as a member of the Kentucky Workers’ Compensation Funding Commission. Collins, of Alvaton, is a benefits distributor for Constellium-UACJ. She will
Funding Commission. Collins, of Alvaton, is a benefits distributor for Constellium-UAC. She will represent employers and serve for a term expiring Nov. 18, 2021....more

6 Barges Sink, Spill Coal in Ohio River After Barge Hits Kentucky Bridge The Coast Guard says a section of the Ohio River in Kentucky has re-opened after a tugboat and coal barge accident forced its closing....more

FEMA Reverses Course, Flood Insurance Program Resumes Normal Operations During Government Shutdown Late Friday Dec. 28, the Federal Emergency Management Agency (FEMA) said insurers may resume the sale, renewal, and monetary endorsements for flood insurance policies. In so doing, FEMA rescinded guidance issued two days earlier that insurers should no longer sell new policies backed by the flood insurance program during the government shutdown....more

ACA Ruling Brings Renewed Confusion A ruling by a federal judge in Texas striking down the Affordable Care Act has injected a powerful wave of uncertainty into the U.S. health-care system. It also poses a political risk for Republicans. The ruling came out of the most recent challenge to the ACA, brought by nearly 20 state attorneys general from red states. But polls show the number-one issue in the midterm elections which saw Democrats gain control of the House from the GOP was public support for the ACA's ban on insurance companies refusing to cover people with preexisting medical conditions....more