Protection for Your Clients
Cyber Insurance to Sell
62% of Cyber Attacks Hit Small and Mid-sized Businesses. That's why PIA is excited to announce that PIA and ABAIS Insurance Services have worked with Great American E&S Insurance Company (rated A+ by A.M. Best) to create a cyber insurance program exclusively for PIA members to sell to their clients ...read more

The Value of Cyber
How to Sell It
The challenge for agents and brokers is to help clients and prospects to better comprehend that need, and to offer policies that directly address each business' unique set of exposures. The threat is real, but the value proposition must be effectively communicated. ...read more

Cyber 101
From the PIA Partnership
PIA members will gain essential information you and your clients need to know about cyber risks faced by businesses and the insurance coverages that have evolved to help protect those businesses. This knowledge will in turn help these agents determine what cyber coverages to recommend to their clients and prospects ....read more

Strong Growth Ahead
2019 Cyber Predictions
Cyber insurance is trending upward, the industry is growing, and the technology around it is evolving at a very quick pace. Click on graph to left compiled by Munich Re, which highlights escalating threats from cyber risks .... read more

Highlights include the return of successful agency owner and marketing expert, Chris Paradiso for a full day of hand's on marketing training for your agency, including creating and posting a video to your YouTube channel. Even if you don't have a YouTube channel now, you will be the end of this...
Our networking event will be Twilight Thursday at Churchill Downs. Enjoy the thrills of live Thoroughbred racing, $1 beers, live music, food trucks and lawn games.

Chris Paradiso Returns

Bigger Risks than Catastrophes?

Cyber and Business Interruption

Cyber incidents join business interruption as the top risks facing global businesses, according to a survey conducted by Allianz Global Corporate & Specialty (AGCS). The impact of business interruption (which includes supply chain disruption) is the major risk for companies for the seventh year in a row. ...

Learn More

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Avyst eForm Wizard

Free Trial Extended through March 31, 2019

We've worked a little wizardry. PIA members can now receive a free gold-level package through March 31st. Members can then choose:

- Free bronze-level package through 2020.
- Fifty percent off gold-level package through 2020.

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.

Cybersecurity

How to Assess Your Clients' Risks

All cyber policies are not created equal, and some products are better than others for a given segment of business. To determine what is most appropriate for their clients, brokers and agents should begin their assessment of a client in much the same way underwriters do: ...

'Cybersecurity' and 'Privacy'

Not the Same Thing

Absent a national regulatory framework, cybersecurity and consumer privacy issues and their associated threats will continue to grow at an accelerating pace. The terms "cybersecurity" and "privacy" are often used as if they were interchangeable. They are not. Cybersecurity refers to protecting secure, critical and sensitive data and preventing it from falling into the hands of malicious third parties, be they nation-state actors, business competitors, disgruntled employees ...

Managing Agents

The Biggest Mistakes Made

There are five primary mistakes when it comes to managing agents. Almost every organization makes one or two of these, but most make more, many make all five. Each mistake you eliminate will add about 20% in additional revenues to the bottom line ...

Partner News: Clear Path Mutual

Bob Korsan Named Director of Underwriting

ClearPath Mutual Insurance Company is pleased to announce the appointment of Bob Korsan as the company's Director of Underwriting. Korsan has over 25 years of comprehensive insurance experience, including senior leadership in property and casualty underwriting, marketing, pricing, processing, operations, and claims ...

read more
Education

CIC Classes

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

**Agency Management**
March 6-8 ~ Louisville


CISR Classes

**Personal Auto Exposures**
March 12 ~ Lexington

**Agency Operations**
March 13 ~ Louisville

**Personal Residential Property**
March 13 ~ Paducah

**Personal Lines Miscellaneous**
April 9 ~ Lexington

**Life & Health Essentials**
April 10 ~ Louisville

**Personal Residential Property**
May 8 ~ Louisville
Agency Operations
May 15 ~ Paducah

Ruble Graduate Seminar
Register
April 30-May 1 ~ Louisville

Advanced and specialty topics, camaraderie among a network of National Alliance designees nationwide, and some terrific vacation destinations combine to make James K. Ruble Seminars higher education at its best. 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. You'll return from a James K. Ruble Seminar refreshed and full of ideas you can implement immediately.

Topics include: CHAOS: Contracts, Hold Harmless/Indemnity, Additional Insureds & Other Stuff, Construction Defects - Tearing Down the Mysteries, Cyber-Exposures: Resistance Is Futile, and Peeking Behind the Curtain - What Makes Professional Liability Tick.

View Entire Event Schedule

Discounted Insurance Education
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Securities Licensing
exam prep for success

Kentucky Bourbon Industry Expresses Support for Proposed Ignition Interlock Bill  Kentucky's bourbon industry teamed with leaders of Mothers Against Drunk Driving on Wednesday to promote legislation aimed at reducing drunken driving by increasing the use of a device that2
Wednesday to promote legislation aimed at reducing drunken driving by increasing the use of a device that block vehicles from starting if the driver isn’t sober.... more

Highway Fatalities in Kentucky Drop Again in 2018 Officials say traffic fatalities on Kentucky highways are down for the second year in a row. The Kentucky Office of Highway Safety that says preliminary figures show there were 722 highway fatalities in 2018, down from 782 in 2017 and 834 in 2016.... more

Distracted Driving Among Top 2019 Safety Issues Federal safety advocates are targeting three of the worst habits by drivers that kill more than 10,000 people a year: speeding, impaired driving and distractions from electronic gadgets.... more