

Take the Lead



PIA of Kentucky Newsletter

May, 2019

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**Chris Paradiso PIAK
2019 Annual
Conference**

**PIA Kentucky
Annual Conference**

**May 9-10, 2019
The Brown Hotel
Louisville, KY**

[Register now!](#)

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

PIA Kentucky Annual Conference



Most Admired Leaders 5 Important Traits

As a leadership coach, I have the privilege of working with some of the best leaders around the world, and I'm able to see firsthand the consistent attributes that make them the kind of leader that people admire. These traits are surprising in their simplicity. Even so, they're not easy to cultivate-but if you make the effort you'll not only earn admiration but also inspire others.... [read more](#)



Does Your Agency Team Trust You? How to Know

Trust. It's a BIG word. In fact for any small business or team it's the heart of success. How much do you trust your leader, the team and the process? Any distrust can lead to oodles more work, destruction and detraction. We sometimes underestimate the power of trust in the business world.... [read more](#)



What's Great Leadership? Ensuring the Company Can Survive

Are you indispensable? Should you be?

We make the plans, give the orders, follow-up on everybody and everything. Nothing happens without our say-so. The machine is humming and we are at the controls. It feels like leadership. But is it?....

People Who Inspire You Surround Yourself

When thinking about how to develop in our careers, most of us tend to focus on promotions, projects, courses, certifications. We seek out expanded roles, more senior titles, extra money. We overlook one very key piece of the learning puzzle: proactively surrounding ourselves with people who will push us to succeed.... [read more](#)



Insuring Commercial Property

August 14 ~ Paducah

Personal Lines Miscellaneous

August 14 ~ Louisville

Life & Health Essentials

August 15 ~ Lexington

CIC Classes

New Format: 16 CE Hour Institute Wednesday & Thursday ONLY

Exam: Friday 8-10AM

Personal Lines

August 7-9 ~ Louisville

In order to provide Personal Lines clients with the advice and protection they need, an understanding of the essential coverages provided by Homeowners, Personal Auto, and Personal Umbrella/Excess policies is necessary. Includes Personal Residential Coverages, Personal Automobile Coverages and Personal Umbrella/Excess Coverages.



Discounted Insurance Education

We partner with Kaplan to provide exclusive pricing.




Launch your career
with discounted insurance prelicensing

Securities Licensing
exam prep for success



Latest News

FEMA: People Must Protect Themselves From Disasters In a recent interview, Acting Federal Emergency Management Agency (FEMA) Administrator Pete Gaynor said Americans must assume more responsibility for protecting themselves from the rising toll of natural disasters. Ahead of the next hurricane season, Gaynor said the agency has made changes to better handle increasingly severe storms, and Congress has given FEMA the ability to spend more money preparing communities for disaster, which is more cost-effective than rebuilding afterward..... [more](#)



NAIC Examines InsurTech and Regulation The National Association of Insurance Commissioners (NAIC) is now exploring how innovative technologies will affect the insurance industry. At the NAIC Spring Meeting in Orlando, the Big Data Working Group reviewed the regulatory framework for the rate-filing process to accommodate big data models and develop a set of best practices for reviewing these models that are used to justify rates for insurance.... [more](#)

PIA Submits Comments on Anti-Rebating PIA National has submitted comments on the issue of rebating and the current anti-rebating language contained in the National Association of Insurance Commissioners' (NAIC) Unfair Trade Practices Model Act (Model #880). "...we are concerned that the model, which currently prohibits the giving of, essentially, 'anything of value whatsoever not specified in the policy' to a policyholder, is too restrictive," stated PIA National Counsel & Director of Regulatory Affairs Lauren Pachman, Esq., in a letter to North Dakota Insurance Commissioner and Chair of the NAIC Innovation and Technology (EX) Task Force Jon Godfread..... [more](#)

PIAConnection

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Thank You to Our Partners!



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