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

Highlights include the return of successful agency owner and marketing expert, Chris Paradiso for a full day of hands-on marketing training for your agency, including creating and posting a video...
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 session, and have the skills to use it.

Our networking event will be Twilight Thursday at Churchill Downs. Enjoy the thrills of live Thoroughbred racing from Millionaire's Row and dining from the Chef's Table Buffet.

A Coaching Culture Helps Your Company Excel
Take a moment and ask yourself these 2 questions: Do you believe you have more potential than your current performance level? And if yes, what's the cost of opportunity of not using that potential more often?.... read more

Building a Successful (Sales) Culture
Building One
In a short but memorable scene from 2017's "Logan," the title character happens upon a crash involving a horse trailer and a fully autonomous truck. The movie is set in the near future - 2029 - and its dystopian vision shows both the solutions (no driver shortages) and the problems (crashes!) facing the commercial auto insurance sector ..... read more

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May 8 ~ Louisville

Commercial Casualty 1
May 14 ~ Lexington

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August 14 ~ Paducah

**Personal Lines Miscellaneous**  
August 14 ~ Louisville

**Life & Health Essentials**  
August 15 ~ Lexington

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**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.

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**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.

**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.

**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.