Greetings!

From increased sales to creating the opportunity to enjoy family and personal time, better productivity leads to better outcomes for you and your agency. This month we cover a variety of topics that relate to productivity for insurance agents. We hope you find at least one tip that makes your life easier!

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**Flood Insurance Webinars**

**Key Fundamentals of Flood Insurance for Agents**

These webinars are free, but space is limited, so register now to secure your spot.

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**7 Principles for Doing Less and Working Better**

**Work Smarter!**

An ambitious study by one of the world's most influential management thinkers statistically links superior work performance to seven daily principles that almost anyone can adopt. They lower the risk of burnout too... [read more]

**Reset Your Workspace**

**Increase Productivity**

It seems everyone I talk to is feeling overwhelmed. There is too much to do and not enough time to get it all done. To many, being as productive as possible means accomplishing everything you need to get done..... [read more]

**7 Cultural Issues that Drive Sales Success**

**What's the Plan?**

Sales results are all too often a point of contention for organizations, and insurance agencies in particular. And sales goals are usually some function of just putting out a number to make the accounting department go away .... [read more]
Please register for both parts of this webinar.

Part One: June 5
11:00 AM - 1:00 PM ET
REGISTER

Part Two: June 6
11:00 AM - 1:00 PM ET
REGISTER

This webinar is a two-part course on the National Flood Insurance Program. It includes the topics listed in the Federal Register notice on training and education requirements related to Section 207 of the Flood Insurance Reform Act of 2004, otherwise known as FIRA 2004.

Each part of this course is approved for 2 hours of CE credit in Kentucky.

Insurance Marketing

It's Not About Piling Up Strangers' Email Addresses
Your success in business is ultimately determined by your ability and willingness to market yourself and your services to your ideal prospects. Not just any prospects, but the ideal ones. So, who are your ideal prospects?.....read more

How Busy Insurance Agents Can Leverage Social Media

Engage!
When companies and individuals first began adopting social media for business purposes, they had very clear goals in mind: drive traffic and make direct sales. They were often robotic and impersonal; they might as well have flashed a billboard that read, "Go to my website! Buy my product!"... read more

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Webinars

Current Trends & Changes: The Homeowner & Auto Marketplace
Tuesday, June 5 ~ 1:00 - 4:00 PM ET

For both the personal and commercial lines agent, this course reviews current trends and coverage issues in the Homeowners and Auto marketplace. The course will review what happens when clients decide to become a driver for a ride sharing company (Transportation Network Company) TNC, or a host facility for a home sharing company, such as Airbnb and the introduction of self-driving vehicles.

CIC Classes

Commercial Property
July 18 - 20 ~ Frankfort

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.
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

One low price. Unlimited CE credit

PIA of Kentucky, in partnership with Kaplan now offers the CE Pass to provide unlimited online access to approved Kentucky CE credit, exclusively for PIAK members. Designed so that your licensed staff who do not yet hold a designation can easily obtain the required continuing education credits for one low price of only $45 annually.

Visit our website page for details and to purchase your CE Pass.

Not yet a member? Join now!

Latest News

**FBI: Reboot Your Home Router** The FBI is hoping to thwart a sophisticated malware system linked to Russia that has infected hundreds of thousands of internet routers. The F.B.I. has made an urgent request to anybody with one of the devices: Turn it off, and then turn it back on....more

**PIA Praises House Passage of S. 2155** PIA National applauds the U.S. House of Representatives for passing S. 2155, the Economic Growth, Regulatory Relief, and Consumer Protection Act.S. 2155 contains a PIA-supported provision that would increase transparency at global insurance standard-setting regulatory forums and on any international insurance agreements....more

**Increase in U.S. Traffic Deaths Leads World** A new study of 29 nations finds that the United States leads the world in increased traffic deaths, and distracted driving is a primary cause. Between 2010 and 2016, and the U.S. had the highest rate of increase at 13.5 percent, said a study by the International Transport Forum. In the same period, only 5 of 29 countries saw a jump in traffic deaths. Worldwide, traffic fatalities in 2016 were down 3.6 percent compared with 2010.....more

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