

FLORIDA ASSOCIATION OF INSURANCE AGENTS

AGENTS CONFIDENTIAL

for your eyes only

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ADVOCACY

Hurricane season is right around the corner: Is your agency prepared?

The first 2018 hurricane season forecast was released late last week and, once again, Florida is in the crosshairs. It only takes one hurricane to make it an active season for your insureds and, by proxy, you. [Read FAIA Chairman Doug Wiles' blog](#) for a sampling of the ways FAIA works to help agents prepare and respond.

[Read More](#)

Agents, companies come together to examine claims process



More than a dozen company executives attended FAIA's agent advisory panel

meeting last week in Fort Lauderdale for a discussion about post-storm claims. FAIA will soon release a summary of ideas and recommendations focused on how agents and companies can better work together to improve the claims experience.

EDUCATION

#YouToo: Agencies not immune to employment practices liability claims



The #MeToo movement is shining a megawatt flood light on sexual harassment and misconduct in the workplace, creating opportunities for agents to educate commercial insureds about the need for [employment practices liability coverage](#). Remember though, writes Dave Burt, vice president and managing director of FAIA Member Services, to examine and insure your own risk!

[Learn More](#)

EVENTS



Update on Convention accommodations

If hotel room nights are any indication of interest, this year's [Convention & Education Symposium](#) (June 13–16 at the Rosen Shingle Creek) may break attendance records! The host hotel is completely sold out, but additional Thursday and Friday night rooms have been added to the block at the nearby [Rosen Centre](#); a third block of rooms is available at the [Courtyard by Marriott Orlando South](#).

If you've already booked a room but have not yet registered, remember to do so **before May 21** to lock in early-bird pricing.

[Register](#)



Exhibit Hall nearly full

Fewer than two dozen spaces remain in the Exhibit Hall—another sign pointing to a huge Convention turnout, especially considering we expanded the [Exhibit Hall footprint](#) to accommodate additional booths. Associate members interested in exhibiting can find booth specs, pricing, and other information online. [Advertising space is still available](#) in the Convention program; **reserve space before May 4.**

[Learn More](#)

Lee Corso named as keynote speaker for Workers' Compensation Institute Conference

While the agents' agenda for the upcoming [WCI Conference](#), August 19–22 at the Orlando World Center Marriott, is still taking shape, we can share two very big reasons why agents should consider attending: **Lee Corso** and the **B52s**. Agent participation in the conference has grown since FAIA and NCCI partnered with WCI two years ago to program the agent-specific breakout sessions.

[Check it Out](#)

NEW MEMBERS

AGENCY MEMBERS

- **Acrisure, LLC dba Pentarisk Associates of GA:** Atlanta
- **America's Insurance Associates, Inc.:** Venice
- **America's Insurance Associates, Inc. dba Moody Agency:** North Port
- **America's Insurance Associates, Inc. dba Tom Mere Insurance Agency:** N Ft. Myers
- **Bentley Insurance Agency, LLC:** Fleming Island
- **Just Insurance Brokers:** Miami
- **Just Insurance Brokers Coral Gables:** Miami
- **Just Insurance Brokers Hallandale:** Hallandale Beach
- **Just Insurance Brokers Hollywood:** Hollywood
- **Just Insurance Brokers Miami Beach:** Miami Beach

- **Just Insurance Brokers Miami Springs:** Virginia Gardens
- **Just Insurance Brokers N Ft. Lauderdale:** North Lauderdale
- **Just Insurance Brokers Redland:** Miami
- **Just Insurance Brokers South Miami:** Miami
- **Just Insurance Brokers West Kendall:** Miami
- **Professional Insurance Agency, LLC dba Aloha Insurers:** Daytona Beach
- **Royalty Insurance Agency, LLC:** Miramar
- **Wellhouse Company, LLC:** Jacksonville

ASSOCIATE MEMBERS

- **PMC Insurance:** Bedford, MA

HEADLINES

MEMBER NEWS

- **Baldwin Risk Partners:** recognized as a private equity leader by *Leader's Edge Magazine*.
- **BB&T Insurance Holdings, Inc.:** agreed to acquire Regions Insurance Group.
- **Brightway Insurance:** opened two new locations in Florida and added additional locations in Texas and Michigan.
- **Julie Freidus, Brown & Brown of Florida, Inc.:** named a 2018 Broker of the Year Finalist by *Benefits Pro*.
- **Marsh & McLennan Agency, LLC:** named Gary Ivey Southeast Regional CEO, Peter Krause president, and Lorie Yauney chief operating officer.

INDUSTRY NEWS

- **Access Insurance Co.:** will be liquidated after being placed in receivership.
- **Chubb:** named Christopher A. Maleno division president, Field Operations, and Matthew Merna division president, Major Accounts, effective July 2.
- **Demotech:** [affirmed 'A' rating](#) of 16 Florida insurers that were facing downgrades due to hurricane losses and AOB litigation.
- **Insurance Institute for Business & Home Safety:** announced Roy E. Wright, deputy associate administrator of the Federal Insurance and Mitigation Administration within the Federal Emergency Management Agency, will become president and CEO. He succeeds Julie Rochman who is retiring.
- **The Main Street America Group:** promoted Michele Seymour to assistant vice president and appointed Thea Campbell to assistant secretary.
- **Travelers Insurance Company:** launched Quantum 2.0 Homeowners.
- **Universal Property & Casualty Insurance Company:** wrote its first homeowners policy in New Hampshire.
- **Vault:** the high-net-worth insurer is open for business in Florida as an admitted reciprocal insurance company based in St. Petersburg and an excess and surplus lines managing general agent licensed in 50 states.

CALENDAR OF EVENTS

FAIA EVENTS

- June 13–16, 2018: [114th Anniversary Convention and Educational Symposium](#); Rosen Shingle Creek Resort, Orlando.
- August 8–10, 2018: [Summer Leadership Conference](#); The Henderson Resort, Destin.

LOCAL BOARD EVENTS

- April 13, 2018: [PAIA 16th Annual Fishing for Dreams](#); Island Grille & Raw Bar, Terre Verde.
- April 19, 2018: [IIA of Central Florida Big I Day](#); TopGolf, Orlando.
- April 19, 2018: [Insurance Agents of Tampa Bay Sinkhole Discussion](#); In the Loop Brewery, Land O'Lakes.
- May 3, 2018: IIA of Palm Beach County Big I Day, PGA National Resort. [Email Andrea Sanford](#) for more information.
- May 3, 2018: IIA of Tallahassee Big I Day.
- May 10, 2018: Insurance Agents of Tampa Bay [Big I Day](#); TopGolf, Tampa.
- May 10, 2018: Lee County IIA [Big I Day](#); Heritage Palms Golf and Country Club, Ft. Myers.
- May 16, 2018: Sarasota Association of IIA Big I Day; Founders Club, Sarasota. [Email Jim Valek](#) for more information.
- May 17, 2018: [IIA of South Florida](#) Big I Day.

YOUNG AGENT EVENTS

- June 13, 2018: [YAC Golf Tournament](#) benefiting Folds of Honor; Rosen Shingle Creek Golf Club, Orlando.
- January 22–23, 2019: Young Agents Council Sales & Leadership Conference, Tampa Marriott Waterside.

INDUSTRY EVENTS

- April 18–20, 2018: [IIABA Legislative Conference](#); Grand Hyatt Washington, Washington, D.C.
- Trusted Choice sponsors Florida Make-A-Wish Walks:
 1. April 14, 2018: [Walks for Wishes at Zoo Miami](#), Miami.
 2. April 28, 2018: [Walks for Wishes at Water Works Park](#), Tampa.
 3. May 4, 2018: [Walks for Wishes at Metropolitan Park](#), Jacksonville.
- June 24–26, 2018: [Agency Nation Elevate](#) Conference; Hilton Cleveland Downtown, Cleveland, OH.
- August 19–22, 2018: [Workers' Compensation Institute Annual Conference](#); Orlando World Center Marriott, Orlando.



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