



Register &
Schedule here

Resort Lodging



Corralling the Millennials
so the Baby-Boomers can Ride into the Sunset

92nd

CoA Resort
Aug 21 - 24

LASO YOUR PONY AND HEAD TO THE ROUNDUP



23 Exhibitors look forward to your discussion and review of their products which will help your agency and/or your customers.

5 CE credits are yours to be earned: ★ *How Millennials will Affect Your Agency's Future*
★ *Time Management & Marketing*
★ *Idaho W/C Law*

Industry peers are eager to network and delve into the issues with you.

Young Agent Chair Emily Koleno has planned a Brewski Bash Monday evening for young agents at Taphouse Unchained. *(All are welcome if 21 and older)*

Surplus Line Association & Big "I" Annual Meetings -Take part in the elections of your boards and listen up for what's new in association news and reports.

Less than two weeks until agents, company folk, suppliers and educators gather for the 92nd annual conference. **Register now and join the roundup!**

Member Benefits

LEGAL ADVOCACY

The breach of protected data remains one of the top issues for independent agents and their clients. Businesses must not only work to prevent breaches, but also understand the patchwork of state laws that may apply in the event of a breach. In conjunction with the Mintz Levin law firm, the Big “I” Office of General Counsel has made available Mintz Levin’s [matrix of data breach notification laws](#). This free member benefit provides a detailed summary of the data breach notification laws in the 47 states that have such laws. The Office of General Counsel thanks the Mintz Levin firm for providing permission to make the matrix available to Big “I” members. If you have questions about the matrix or data breach laws, contact [Joseph Doherty](#) or [Scott Kneeland](#).

TALENT RECRUITMENT

The Big “I” has a new strategic mission to support agency efforts. [The Talent Recruitment and Development](#) page, now located within the Big “I” Virtual University (VU), provides resources for member agents to develop an approach to meaningful recruitment, training and retention of new talent. Still in its beginning stages, the new resource area features hiring, development and resources pages and also provides a link to the Big “I” Insurance Career Center, guides for creating internship programs, hiring articles and over 25 sample job descriptions.

E&O HAPPENS

E&O Happens is a website supported by Swiss Re and can be viewed at <http://tiny.cc/bxzyay>. Parts of the website are available to all Big “I” members while other portions are reserved solely for Swiss Re policyholders with Westport E&O policies. Find information about common E&O errors and problems as well as examples of case studies such as results of an attorney survey regarding Agents E&O Litigation. There is also a Prevention Tools tab containing sample procedures manuals, disclaimers and variety of customer letters. They have included sections that provide tips for agency management, producers and CSRs as well as general staff tips. This is also where agents can find coverage checklists. Under the Publications & Media tab, you will find articles from the Agents Council for Technology (ACT), E&O Angles & E&O Know from the Independent Agent magazine, E&O Claims Advisor newsletter as well as Miscellaneous Articles. This is also where members have access to webinars and podcast on a variety of E&O topics - usually less than an hour in length. Looking for some staff training topics?

[Look no further than this link!](#)

PROFESSIONAL LIABILITY ADMIN EFF OCTOBER 1, 2016

Over 35 years ago, Big "I" Idaho and IIABA launched a national professional liability program. Idaho staff administered - and manually rated in the early days - the E&O product for our Idaho members. A number of years ago, we contracted with PRIM (Big "I" of Montana) to administer the program which had grown beyond our local means of efficiency. We appreciate their working with our Idaho folk, however it is time to elevate this product's administration to the next level and to the capable hands of the experts at IIABA ... a move that will bring a new advantage and new resources to you as you look for the best possible insurer and service for your agency's E&O.

Big "I" Advantage will assume the role of service provider for the Errors and Omissions/professional liability program. Big "I" Advantage is the insurance licensed subsidiary of Independent Insurance Agents and Brokers of America (IIABA). Mark Wolf, CPCU leads the Big "I" Professional Liability/E&O program and will coordinate services for you along with dedicated underwriting, service and risk management support. Big "I" Advantage will take over Idaho accounts as they renew and provide new business quotes for Idaho members that are not currently part of the IIABA E&O program. You will be receiving additional information from Mark and his team shortly. For new and renewal policies with effective date of October 1 or later, your Big "I" Advantage contacts are:

Mark Wolf, CPCU
Vice President, Big "I" Advantage
127 South Peyton Street
Alexandria, VA 22314
Mark.Wolf@iiaba.net

Jim Hanley, RPLU
Director of Risk Management,
Big "I" Professional Liability
Big "I" Advantage
Jim.Hanley@iiaba.net
Direct: 703-706-5469
Toll Free: 800-221-7917, Ext. 5469

Joni Sells
E&O Underwriter,
Big "I" Advantage
Joni.Sells@iiaba.net
Direct: 703-706-5432
Toll Free: 800-221-7917, Ext. 5432

RLI ADMIN EFF AUGUST 1, 2016

Since 1998, your Big "I" Idaho staff has processed umbrella and home business applications for your customers and issued commission checks to you for policies issued. We have administered the RLI Personal Umbrella and In Home Business products always striving for first rate customer service to our members. It's time to take the program to the next level and to the capable hands of April Shrewsbury at IIABA. April will offer a better way for you to service your insureds. You will jump online to your secure RLI portal to submit applications, check on renewals or pull a copy of a renewal billing. Your insured can eSign and Pay Online at your desktop. Information, data and production reports will be at your fingertips whenever needed. Make a note that your new RLI contact is:

April Shrewsbury
Manager, RLI & Personal Umbrella Markets Big I Advantage® Products & Services Team
Phone: 800.221.7917 ext 5360 | Fax: 703.995.4406
127 S Peyton St Alexandria, VA 22314
april.shrewsbury@iiaba.net
www.iiaba.net/umbrella
www.bigimarkets.com

Roundup of Exhibitors

Cd'A Resort
Aug 22

AMWINS	Elaine Young	elaine.young@amwins.com
Bankdirect Capital Finance	Heather Park	hpark@bankdirectcapital.com
Blue Cross of Idaho	Matt Schnug	matt.schnug@bcidaho.com
Burns & Wilcox	Brian Hoyt	bahoyt@burns-wilcox.com
Church Mutual Ins Co	Gina Briggs	gbriggs@churchmutual.com
Concorde General Agency	Scott Anderson	scott@cgains.com
CPS-Reliable Financial Group	Frank Skaw	frank@cps-reliable.com
CTR Cleanup & Total Restoration	Crissie Kay	cristina@ctridaho.com
Disaster Kleenup	Mary Cahoon	mcahoon@iddk.com
FIRST Insurance Funding	Scott McClelland	ivette.lechuga@firstinsurancefunding.com
FreedomCare	Fernando Guevara	fernando.guevara@freedomcarebenefits.com
HIIG Energy	Charly McGuire	cmcguire@hiig.com
IBQ Systems	Margaret Cassidy	margaret@ibqsystems.com
Iroquois Group	Mike Mullens	mmullens@iroquoisgroup.com
ITC	Don Hobdy	dtodd@getitc.com
Kemper Personal & Commercial	Kurt Krajic	kkrajic@kemper.com
MAPFRE Insurance	Bryce Eckles	beckles@mapfreusa.com
NW Preferred FCU	Debbie Hailey	debbie@mycreditunion.com
PA & IN Lumbermens Mutual Cos	Jeffrey Beyer	jbeyer@plmilm.com
Philadelphia Ins Companies	Dena Shaffer	dena.shaffer@phly.com
Prime Insurance	Rick Schaap	ricks@primeis.com
Risk Placement Services	Joe Kelsch	joe_kelsch@rpsins.com
Safelite AutoGlass	Rich Hash	richard.hash@safelite.com

As of August 5, 2016

Convention
2016

Sun Aug 21 – Wed Aug 24
Coeur d'Alene Resort



Attention RLI Producers:
Exciting News Regarding RLI
Personal Umbrella & In Home
Business Policies

IIABI is constantly working to provide the most effective and efficient customer service experience for our members. Due to changes in our industry and an urgent need to control costs, staff and management change is on the forefront. To maintain a superior relationship for the RLI product offering, we transitioned the service and administration of PUP and IHB policies to our national staff (IIABA) effective August 1, 2016.

IIABA specializes in RLI products and is currently servicing 14 other Big "I" states. Contact April Shrewsbury for RLI new business, renewals and endorsements. April has an exciting new approach for Idaho members that will improve your RLI experience.



April Shrewsbury
AAS Inc. (IIABA)
127 S. Peyton St.
Alexandria, VA 22314
April.shrewsbury@iiaba.net
800.221.7917 x 5360

Platinum Rothert Insurance

Gold

2016

Acuity
Alaska National
Austin Mutual
Burns & Wilcox
CTR Cleanup & Total
Restoration
Imperial PFS
Liberty Mutual
Mutual of Enumclaw
Nationwide
Oregon Mutual
Prime Insurance
Progressive Insurance
State Insurance Fund
Travelers



AGENCY FOR SALE OUTDOORSMEN'S PARADISE

Small North Idaho Insurance Agency for sale. \$1.5 mill premium volume, \$169K in commissions, 2 seasoned & licensed CSR's, all computers, desks, & file cabinets included. Asking 2 times commissions at time of sale. \$125K down, balance to be paid over time with interest.

Contact Wendy at the Big "I" office:
wtippetts@iiabi.org



JUNIOR GOLF



On June 29 & 30, Idaho Young Agents and their many volunteers pulled off a successful golf tournament for 77 junior golfers at RedHawk Golf Course in Nampa. Thanks to the support of our sponsors, we were able to send our top **two** girls and top **three** boys to represent Idaho in the National Championship in Sacramento, CA.

In its 48th year, the Trusted Choice Big "I" National Championship is the nation's largest junior stroke-play golf tournament and one of the premier junior golf events. **The National Championship and 38 state qualifiers provide phenomenal nationwide exposure for the Trusted Choice brand.** Idaho has been a proud participating state since the early 2000s.

TOURNAMENT RESULTS

2016 Trusted Choice Big "I" Idaho Qualifier

Girls Champion: **Payton Fehringer, American Falls, age 16**

Girls 2nd Place: **Makena Rauch, Moscow, age 14**

Girls 3rd Place: **Emily Cadwell, Boise, age 13**

Boys Champion: **Daniel Gaspar, Twin Falls, age 17**

Boys 2nd Place: **Carson Barry, Eagle, age 16**

Boys 3rd Place: **Drew Reinke, Meridian, age 16**

2016 National Championship www.bigigolf.com

- 93 boys and 60 girls from 38 states played four rounds at Del Paso Country Club in Sacramento, August 1-4.
- Our two Idaho girls and 3rd place boy were knocked out after Round 2.
- **Carson Barry of Eagle tied for 19th!**
- **Daniel Gaspar of Twin Falls tied for 31st!**
- **Sam Tidd of Meridian (age 16) tied for 39th!**

Sam got an exemption entry for the National Championship. He did not play in our Idaho tournament this year.



VOLUNTEERS

Leland Boekweg, ISRB
 Mary Cahoon, Disaster Kleenup
 Ryan Campbell, First Tech
 Kathi Coleman, United Heritage
 Debbie Etcheson, United Heritage
 David Farnsworth, Ricketts
 Briana Giordano, Leavitt
 Jamie Harding, Leavitt
 Crissy Kay, CTR
 Caitlyn Kingston, Associated
 Emily Koleno, Associated
 Linsey Lockner, Employers
 Debby McClure, Acuity
 Jennifer Moore, United Heritage
 Blake Morris, Ricketts
 Cindy Mount, USI Northwest
 Kerrie Ogden, Disaster Kleenup
 Wendi Palumbo, Oregon Mutual
 Dirk Perry, Acuity
 Charmaine Piula, Auto-Owners
 Megan Scharar, CTR
 Mike Schlagenhauf, Dahlinger
 Stan Strecker, Meridian Ins
 Zach Stuckey, Progressive
 Jason Swan, Idaho Select
 Sonja Thompson, United Heritage
 Mike Willits, Mutual of Enumclaw

THANK YOU, SPONSORS & VOLUNTEERS!

MAJOR SPONSORS

Surplus Lines Association Liberty Mutual
 Berkley North Pacific Safeco

SPONSORS

Alaska National	Capital Premium Fin
Cochrane & Co	Disaster Kleenup
EMC	The Hartwell Corp
HUB International	Imperial PFS
Leavitt Group	Oregon Mutual
Progressive	Risk Placement Services
Swett & Crawford	Idaho Golf Association
RedHawk Golf Course	Wide World of Golf



Drew Reinke
Boys 3rd Place