



June 2014



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## October 13-15, 2014

# IIAM 83rd Annual Convention by Bob Biskupiak, Executive Director

Mark your calendars now for the 83<sup>rd</sup> annual Montana Big "I" convention for **October 13-15, 2014**.

Great Falls will be the host city for this exciting event. The registration page will be available soon, but I want to make sure you block out the time now.

Once again you can look forward to a conference that features at least 10 hours of continuing education, professional development and networking opportunities, as well as the annual agents meeting, awards banquet and our popular tradeshow.

Our tradeshow will feature our "sponsorship showcase", which allows for a rewarding experience for our carrier partners and agents alike.

Agency association membership dues renewals will be going out soon and remember that as a regular member of the Montana Big "I" you will receive one complimentary registration to the convention.

Attending the convention is one of the best ways to maximize your value of membership! See next month's issue of TAGS for registration details.



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August 6, 2014

# 2014 Darrell Bjornson Memorial Golf Tournament



Join us at the Old Works Golf Course on Wednesday, August 6<sup>th</sup> for the annual Darrell Bjornson Memorial Golf Tournament.

MIEF hosts the golf tournament at one of Montana's best golf courses. The purpose is two-fold. Of course, we plan on having a great time on the golf course, but even more importantly, we will be raising money for the Darrell Bjornson Memorial Scholarship!

Historically, this scholarship has focused on attendance at continuing education courses. In order to meet the changing needs of our members, the scholarship has been redesigned by MIEF's scholarship committee to provide assistance for "professional development" opportunities.

This still includes continuing education scholarship awards, but the expanded purpose may include other skill development, management development and general professional development.

The first recipient of the revised scholarship received an award allowing them to attend the IIABA National Legislative Conference in Washington, D.C.

Click here to register for this outstanding event: [Darrell Bjornson Memorial Golf Tournament Registration](#).

We are expecting a record turnout this year, but if you just aren't able attend, I encourage you to make a contribution to this scholarship fund just the same.

Please contact Bob Biskupiak or Natalia Rogers if you have any questions regarding the fundraising tournament or how to make a contribution.



**AUGUST 6TH**

**REGISTER NOW**

**Cost:** \$125/individual, \$400/foursome

Includes 18 holes of golf, cart, 3-hole Little Bear course (prior to play), range balls, and contests.

- ✓ \$20,000 hole-in-one challenge!
- ✓ Closest to the Pin
- ✓ Long Drive
- ✓ Long Putt

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# Legislative Update by Bob Biskupiak

That’s right, there’s significant legislative activity during the interim season.

The Big “I” is active in representing independent agents and the insurance industry on several key issues.

**HJ 25** is a House and Senate Joint resolution requesting the study of the workers compensation system including the structure of the Montana State Fund, subrogation, the workers compensation court

structure and other various components of our workers compensation system. I have been active in providing input and testimony on these issues.

The next Economic Affairs Interim Committee hearing will be held on July 15<sup>th</sup>. The ultimate goal of the Interim Committee is to prepare draft bill language and provide recommendations to the next legislature.

I look forward to sharing more details as the interim session wraps up in the fall.

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- Professional Lines

- Programs
- Property
- Transportation
- Umbrella & Excess Liability
- Vacant & Seasonal Property

## Agency E&O Coverage: Swiss Re’s Success Story

For those member agencies insured with Swiss Re (Westport) thank you for your business!

For agencies not insured with Swiss Re, maybe now is the time to get a quote from a company that offers one of the best coverage forms in the industry.

Swiss Re reports that new business is up 79% in 2014 and the retention level is over 95%. Great numbers in

a competitive marketplace.

To learn more about Swiss Re contact Mike Sell at the association office. ([msell@iamt.org](mailto:msell@iamt.org) or 406-442-9555 ext. 104)



## Who's Who at the Montana Big "I"

### Natalia Rogers, CISR Education Director



#### What does an education director do?

My primary responsibility is the education program, both classroom and online. Everything from finding courses and instructors, to planning the schedule, marketing, registrations and class prep! If you have producer licensing and CE questions, I'm your point person.

I also produce the monthly newsletter, education newsletter, association marketing pieces and the Legislative Bulletin. I'm responsible for maintaining the website, and manage our office IT systems. In other words, I'm the resident "geek".

If you have membership, education, or convention questions, or need any technical help with the website, just give me a call or drop me an email!

#### Education:

B.A. Economics & International Affairs, Florida State University

#### How long have you been at the association?

Thirteen years.

#### What do you love about your job?

I love how varied my job is, letting me combine my organizing/detail oriented side with my creative side. I get to do a little bit of everything here.

#### Where are you from?

I'm an Air Force Brat – Dad was career military most of my growing up years. I was born in Oklahoma, lived overseas until the family settled in Florida when I was twelve, and moved to Helena in 2001.

#### Tell Us About Your Family:

Both my parents live in Florida. I have an older sister in California, and a younger brother in Florida. I'm a very proud Aunt to four nieces and one nephew.

Then there's my wonderful Little Sister through Big Brothers Big Sisters, who graduated from high school this month(!), and a precocious 4 year old god-daughter that keeps me on my toes. And then there are the dogs....

#### What community groups are you active in?

Big Sister with Big Brothers/Big Sisters of Helena, volunteer driver for Montana Animal Transport and Kindred Hearts Transport Connection, occasional foster home for the Humane Society of Cascade County.

#### Do you have any hobbies?

Reading, learning, knitting/crocheting, indoor rock climbing, politics, history.

#### What is one thing most people wouldn't know about you?

I was a Peace Corps Volunteer in Paraguay, South America, 1995-1997. (And no, I was not working for the CIA. No matter what Jim Smith tells you.)

*Natalia can be reached Monday through Friday from 8:00-4:30 at (406) 442-9555 x106, [nrogers@iiamt.org](mailto:nrogers@iiamt.org)*

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# MEMBER CLASSIFIEDS

Hub International Mountain States, Ltd. For details, please click on the link next to each individual job listing, or [click here](#).

Inside Sales Representative	Great Falls	<a href="http://hubinternational.jobs/3037">http://hubinternational.jobs/3037</a>
Account Processor	Chinook	<a href="http://hubinternational.jobs/3055">http://hubinternational.jobs/3055</a>
Personal Lines – Sales Account Manager	Missoula	<a href="http://hubinternational.jobs/3173">http://hubinternational.jobs/3173</a>
Sales Executive	Billings	<a href="http://hubinternational.jobs/3213">http://hubinternational.jobs/3213</a>
Personal Lines – Account Manager	Kalispell	<a href="http://hubinternational.jobs/3263">http://hubinternational.jobs/3263</a>
Senior Risk Consultant	Missoula	<a href="http://hubinternational.jobs/3297">http://hubinternational.jobs/3297</a>
Senior Risk Consultant	Bozeman	<a href="http://hubinternational.jobs/3301">http://hubinternational.jobs/3301</a>
Senior Risk Consultant	Billings	<a href="http://hubinternational.jobs/3302">http://hubinternational.jobs/3302</a>

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## July 15, 2014 - Webinar

# The VU Top 10 Countdown - Personal Lines Edition

This webinar addresses 10 personal lines coverage issues originally posted on the “Ask an Expert” Q&A section. Topics vary from little known or unknown policy coverage gaps to important and/or emerging topics that prove to be beneficial for agents.

### Featured topics:

- *Build an Ark* - HO and NFIP flood issues
- *What Is ...* surface water, sewer backup, theft, wear and tear, mechanical breakdown, racing, etc.
- *Baby, You can Drive a Car* - Insuring autos in a kid’s name
- *Non-Owned Auto Issues* - Rental cars and LDWs, valet parking, test driving, loaner autos, etc.
- *Let’s Spend Our Lives Together* - “significant other” insurance issues & what endorsements to use

- *Something or Somebody Stinks* - Animal claim denials from skunks to deer to Godzilla
- *She Ain’t An Insured, She’s My Daughter* - Another look at the HO “where you reside” issue
- *Some “Mower” HO Vehicle Coverage Gaps* - Lawn mowers, ATVs, watercraft, aircraft, etc.
- *Are My iToys Covered?* - Insuring cell phones, MP3 players, Blackberries, iPads, etc.
- *Are Personal Lines Policies Commodities?* - Catastrophic differences between non-ISO PAPs and HO policies

**July 15, 2014**

12:00 to 2:00 p.m. Mountain

\$69 filed for 2 CE credit in MT.

VU Top 10 Countdown - Commercial Lines Edition is scheduled for August 13th! [Click](#)



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## What's New at the "New" InsurBanc?

*This is the first in a series of interviews with InsurBanc on topics that are important to you.*

David Tralka, President and CEO, talks about the importance of InsurBanc's new structure and how it

positively affects InsurBanc's increased access to capital available to agents and its continued commitment to the insurance industry.

[Click here](#) to watch the interview.

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## MIEF JULY/AUGUST CE SCHEDULE

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Date	Location	Seminar Name	
7/8/2014	webcast	Cyber Insurance (8am)	<a href="#">register</a>
7/8/2014	webcast	COPE—Property Underwriting and Effective Loss Control (8am)	<a href="#">register</a>
7/15/2014	webinar	VU Top 10 Countdown Personal Lines Edition (CE pending)	<a href="#">register</a>
7/31/2014	webcast	Dueling Additional Insured Endorsements (12pm)	<a href="#">register</a>
8/5/2014	webcast	Cyber Insurance (8am)	<a href="#">register</a>
8/13/2014	webinar	VU Top 10 Countdown Commercial Lines Edition (CE pending)	<a href="#">register</a>
8/20/2014	Bozeman	Ruble Graduate Seminar (CIC and CRMs only)	<a href="#">register</a>
8/21/2014	webcast	Insurance and the Property Lease	<a href="#">register</a>
8/26/2014	webcast	Dueling Additional Insured Endorsements (12pm)	<a href="#">register</a>