



## For me,

IA&B is an *extremely* valuable resource for legal, marketing and management info.

**Kevin Hayes, CIC**

Principal  
Avery Hall Insurance Agency  
Salisbury

## Insurance Agents & Brokers of Maryland

combines vast industry knowledge and member feedback to develop products and services that deliver value for independent agents in Maryland.

## BENEFITS AT A GLANCE

### **MY Agency** (insurance for you)

#### Errors & Omissions Program

- | Coverage for Property and Casualty Agents
- | Coverage for Life and Health Agents

#### Data Breach

#### Agents' Umbrella

#### Employment Practice Liability

#### Premium Financing

### **MY Markets** (insurance for your customers)

- | Personal Umbrella
- | Excess Umbrella Liability
- | Home Business
- | Monoline Workers' Comp (with pay-as-you-go option)
- | National Flood Program

### **MY Training** (professional development)

#### Introductory Training

#### Licensing Exam Prep

#### Sales and Marketing Training

#### CIC and CISR Designation

#### Legal Compliance

#### E&O Risk Management

#### Management Training

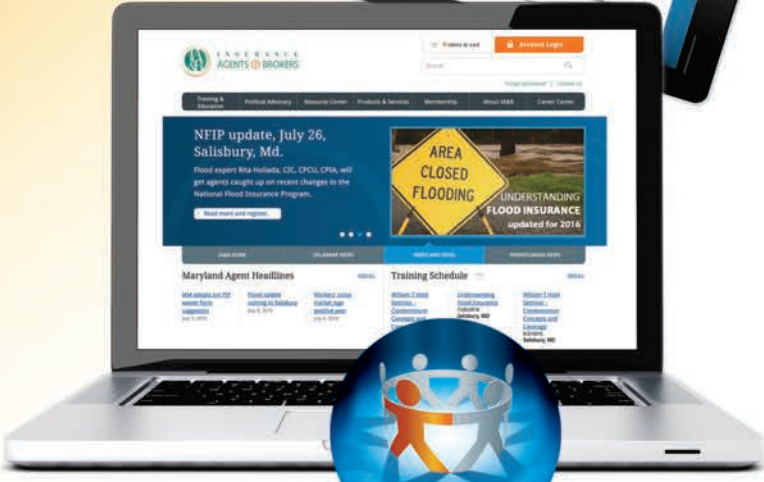
#### Other Coverage Training

#### E-Training Center

#### Career & Training Paths

More products and services listed on the back.





# FUTURE PROGRAM



## BENEFITS AT A GLANCE (continued)

### MY Advocate (protection of your interests)

#### Political Action

- | Government Affairs
- | AgentPAC of Maryland
- | Grassroots Action

### MY Connection (your news and information)

#### Agent Headlines (weekly e-newsletter)

the first choice of independent agents for relevant industry news

#### Primary Agent (monthly magazine)

a thought-provoking look at issues affecting the workplace, industry and association

#### IABforMe.com

online resources, tools, and information available to members 24/7

#### Social Media (LinkedIn and Twitter)

LinkedIn group discussions and Twitter updates to keep members in the loop

### MY Support (resources for your agency)

#### Legal Compliance

- | Charging Fees
- | Fiduciary Responsibility
- | Agency Termination and your rights under the law
- | Contract Reviews
- | Record Retention
- | Electronic Transactions
- | And many more ...

#### Employee Management

- | NEW Career Center/Job Board
- | HR Solution<sup>®</sup> — a complete suite of HR tools
- | Support Staffing
- | Producer Agreement Toolkit

#### Business Services

- | Financial Services
- | Benchmarking
- | Car Rental

#### Emergency/Continuity Planning

#### Marketing and Branding

- | Consumer Education Flyers

#### Start-up Agency Toolkit

#### Other Resources

- Agency Management
- Carrier Issues
- Coverage Issues
- Technology



To learn more about any of the products and services listed here, visit [IABforME.com](http://IABforME.com) or call our Member Service Center at (800) 998-9644.