

For me,
we are fortunate to have an association that really looks out for the independent agent.

April Ressler, CIC, CRM

President
Teeter Group
Altoona



INSURANCE
AGENTS & BROKERS
OF PENNSYLVANIA



Insurance Agents & Brokers

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

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
- | Specialized Big "I" Markets (habitational, contractors, outdoors, and other hard-to-place commercial and personal lines)

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.

For me,
IA&B is a wonderful resource for hard-to-find services.

Andre Hoeschel, ChFC, CLTC

VP & Sr. Insurance Advisor
Poland & Sullivan Insurance
Newark



DELAWARE
ASSOCIATION OF INSURANCE
AGENTS & BROKERS





BENEFITS AT A GLANCE (continued)

MY Advocate (protection of your interests)

Political Action

- | Government Affairs
- | AgentPAC
- | 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
- | Record Retention
- | Electronic Transactions
- | And many more ...

Employee Management

- | NEW Career Center/Job Board
- | HR Solution[®] — 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
- | Trusted Choice[®]

Start-up Agency Toolkit

Other Resources

Carrier Issues
Technology
Futures Program

Agency Management
Coverage Issues
Agency Contracts



FUTURES PROGRAM



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