



## MD IA&B MEMBERS - ACCESS THE TOOLS, TECHNOLOGY AND SUPPORT YOU NEED TO GROW YOUR FLOOD BUSINESS

The Hartford and MD IA&B have joined together to make it easier for MD IA&B member agents to provide their clients with flood coverage through The Hartford. The program is available to MD IA&B members and their policyholders in all 50 states and Puerto Rico.

### HELPING YOU MARKET

- On demand training
- Webinars
- Marketing materials and newsletter
- Dedicated Flood Sales Executive
- Access to Transfer Consultant - we make moving your flood business to The Hartford easy
- Access to Training Consultant - we help you build flood expertise

### ADVANCED TECHNOLOGY FOR EASE OF DOING BUSINESS

- Flood zone determinations
- SEMCAT and Vertafore integrated flood quote technology
- Electronic application submission
- Assistance in obtaining elevation certificates
- Technological upgrades due to legislative changes

### MEASURING YOUR SUCCESS

- Claims reporting
- Policy database download and maintenance
- Electronic movement of premium and commission funds
- Increased revenue with competitive commissions
- Reports on demand
- Repetitive loss review

### THE IA&B ADVANTAGE



Insurance Agents  
& Brokers

When you participate in the IA&B's official flood insurance program from The Hartford, you have the power of IA&B behind you. Our dedicated staff is ready to help if you need assistance. And, you'll have access to The Hartford's Flood Insurance Marketing Support Center.

### CONTACT US

For more information about The Hartford's Flood Insurance program for IA&B agents, contact your local Flood Sales Executive:

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**MARYLAND IA&B IS AFFILIATED WITH PIA NATIONAL:  
[PIANET.COM/HARTFORDFLOODINSURANCE](http://PIANET.COM/HARTFORDFLOODINSURANCE).**

