

# A FEW



Independent Insurance Agents  
of West Virginia

# 2019

# HIGHLIGHTS

## YEAR END REVIEW

# BIG "I" AGENTS CARE



2019 LEGISLATIVE SESSION

# WINS

1,823 Bills introduced

294 Bills passed

Following is a list of bills that we worked on and/or supported that passed that affected our industry:

- **SB 30 - Eliminating tax on annuity considerations collected by life insurer.** This bill completed legislation and is awaiting the Governor’s signature.
- **SB 485 - Clarifying notification requirements for property insurance purposes.** The purpose of this bill is to define reduction in coverage and to clarify what a termination means in regard to property insurance. This bill completed legislation and is awaiting the Governor’s signature.
- **HB 2476 - Relating to the valuation of a motor vehicle involved in an insurance claim.** The purpose of this bill is with respect to a cash settlement for a motor vehicle loss insurance claim, substitute the requirement that the settlement value include an amount equal to an excise tax imposed for the registration of vehicles with a requirement that the settlement value include an amount equal to the consumers sales tax levied when a vehicle is purchased. The amendment brings [§33-6-33](#) into conformity with the taxation of motor vehicles, following the repeal of the five percent excise tax and replacement with the consumer sales tax. This bill completed legislation and is awaiting the Governor’s signature.
- **HB 2480 - Relating to the regulation of an internationally active insurance group.** The purpose of this bill is to provide authority to a designated state insurance commissioner to act as a group-wide supervisor for an internationally active insurance group. For a holding company group to be considered an internationally active insurance group, it must meet various criteria, including premiums written in at least three countries, at least 10% of premiums written outside the United States, and total assets greater than \$50 billion or total premiums greater than \$10 billion. The legislation is needed for the State of West Virginia to remain accredited with the National Association of Insurance Commissioners. This bill completed legislation and is awaiting the Governor’s signature.
- **HB 2617 - Relating to the form for making office of optional uninsured and underinsured coverage by insurers.** The purpose of this bill is to require the Insurance Commissioner to provide for the use of electronic means of delivery and electronic signing of the form for making an offer of optional uninsured and underinsured motorist coverage by insurers. It also requires an insurer, when offering to place an insured with an affiliate of the insurer, to make available a new uninsured and underinsured motorist coverage offer form. This bill completed legislation and is awaiting the Governor’s signature.

I-DAY & EXPO 2019

85

Attendees

42

Companies

A STRONG PAC

\$680

Money raised during Pitchin’ for PAC

COMMUNICATION, TRAINING & MEMBER SERVICES

12 Editions of *The Insuror*

11

Editions of *News from Inside the Capitol*

- ◆ Increased Continuing Education Classes
- ◆ Update Marketing Resources
- ◆ Member Hotline - numerous calls answered members assisted
- ◆ Offering Social Media Marketing Tips and Tools
- ◆ Strong Big “I” E&O Program
- ◆ Access to Big “I” programs such as Virtual Risk Consultant and Virtual University
- ◆ NEW– Pitchin’ for PAC Cornhole Tournament
- ◆ STRONG Young Ins. Professionals Retreats

## INVESTING IN THE FUTURE ANNUAL CONVENTION

**60** Attendees    **2** Prestigious Awards Given    **\$4,026** Money Raised for PAC

**Chad Nuzum of Hood Insurance Group, LLC** was awarded the Earle S. Dillard Agent of the Year award. The Earle S. Dillard award is presented annually to an association member agent who, throughout their career, has personified the qualities most admired by the profession.

**Brian Bibey of Westfield Insurance** was awarded the C.F.L. Chamberlaine Company Representative of the Year award. The C.F.L. Chamberlaine Company Representative of the Year Award recognizes an individual for outstanding contributions made to the industry by those who assist independent insurance agents in providing excellent insurance products.

## BUILDING THE BIG "I" BRAND

**11** Press Releases    **\$7,500** Trusted Choice Make-A-Wish Grant

We employ an aggressive public relations program focused on raising the profile, not only for the WV independent insurance industry, it's members and the Association, but the insurance industry as a whole. During 2019, we have enhanced membership benefits and resources:

- Membership CE Credit Renewal
- Increased Company Partnerships
- Agency Leader Network
- Young Insurance Professionals Retreats
- Share the Good News Member Column
- IPFS Partnership Endorsement
- Release of Big "I" Hires & Recruiting Tools
- RPS, Inc. Ethics Seminar
- Road to Independence Trade Expo
- Young Agent Big I Legislative Scholarships
- Tax Regulations Resources
- Big "I" Retirement Benefits
- ABEN Video On Demand CE Approved
- Agency Member—Coverage Placement Hotline
- FREE Cyber Designation
- Basic and Beyond Training CE Approved
- Trusted Choice Digital Reboot Package
- Continuing Education Sales
- FREE 6 Hr. E&O Seminar
- 80 Hours of Continuing Education
- Big I Right Start Training Series
- Social Media Marketing Resources and Tips
- Agency Cyber Guide
- ACORD Form Partnership
- Nationwide Co-Op Marketing
- Agent Training Resources and Courses

## A STRONG MEMBERSHIP

The Association is strong, both fiscally and in members. Our revenues exceed our expenses, we have no debt.

**85** Agency Members    **24** Associate Partners

# THANK YOU

We appreciate our Association leaders, including **President Michael Winter of Bray and Oakley Insurance Agency**, **Vice President Terri Dodrill of McGriff Insurance Services**, **Treasurer Chad Nuzum of Hood Insurance Group, LLC**, **Immediate Past President Adam Dyer of Dyer Insurance Group**, **IIABA National Director Ross Johnson of Mountain State Insurance Agency** and **Young Agent Committee Chair John Fanta of Waters Insurance**, as well as our entire Board of Directors. We appreciate your service and dedication to the Association.

*Thank you to our generous company partners!*

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*All Risks, Ltd., AmWINS Brokerage, Berkshire Hathaway GUARD Insurance Companies, Capital Premium Financing, Celina Insurance, Cincinnati Insurance, Compliance WV, Dickie, McCamey, & Chiclcote, Farmers & Mechanics Insurance Companies, Hehr & Associates, Division of Commercial Sector, Houston International Insurance Group (HIIG), Hull & Co., Imperial PFS, Risk Placement Services of Lexington, State Auto Insurance, Swiss Re Corporation, West Virginia Fair Plan, and West Virginia Mutual Insurance Company.*

We would like to take this opportunity to thank you for your continued support of the IIAWV. We appreciate the trust you have placed in us. If there are ways that we can improve or issues we need to address, please do not hesitate to let us know. We look forward to working with you in the coming year and many years to come!