

# Guide to Member **Benefits**



*Resources, market access, protection, education and industry connections designed to help independent agencies grow and succeed.*



**Your membership. Your agency's possibilities.**

WRITE MORE BUSINESS

PROTECT MY AGENCY

RUN MY AGENCY BETTER

SAVE MONEY

EXPLORE NEW IDEAS

BUILD MY KNOWLEDGE

MAKE MY VOICE HEARD

CONNECT WITH THE INDUSTRY

**PIANATIONAL.ORG**

# Resources for your agency

Explore opportunities to grow, protect your business and support daily operations.



## WRITE MORE BUSINESS

### **FirstChoice**

Expand market access and revenue opportunities while retaining control of existing carrier appointments. Benefits include enhanced profit sharing, carrier incentives, commission opportunities and agency growth resources.

### **Commercial Lines Market Access**

Access leading commercial markets for workers' compensation, business owners policies and other commercial risks through PIA's market-access relationship.

### **PIA Flood with The Hartford**

Grow your flood business with easy enrollment, dedicated support, training resources, claims support and PIA member commission opportunities.

### **PIA Propeller**

A streamlined way to quote and sell surety bonds, including commercial, contract and fidelity products, with member commission opportunities.

### **Rainbow Insurance**

Specialized BOP and excess liability solutions for select small-business classes, including restaurants and beauty and wellness businesses.

### **Breeze**

A digital disability-insurance solution designed to simplify quoting, application and case management while helping agencies add revenue.



## SAVE MONEY

### **Member Savings & Affinity Benefits**

Take advantage of member-only savings and affinity programs designed to reduce agency operating costs, including eligible business-service and shipping benefits.

### **Rough Notes Advantage Plus**

Access risk-exposure and coverage-analysis resources with PIA member pricing. Check the current member-benefits page for the latest discount.



## RUN MY AGENCY BETTER

### **PIA 401(k) Program**

Help make retirement benefits easier to offer and administer. PIA's 401(k) program provides agencies with a cost-effective retirement solution designed to reduce administrative responsibilities and provide ongoing plan support.

### **Agency Agreement Review Service**

A PIA member service that helps identify ambiguous, outdated or concerning provisions in carrier agreements so agency leaders can make informed decisions.

### **PIA Blueprint for Agency Success**

A practical resource for business planning, growth strategy and agency continuity.

### **ACORD Forms Benefits**

Eligible PIA members may access ACORD form licensing benefits and member savings on qualifying ACORD programs.

### **Hiring & Employee Resources**

Access agency-focused tools and resources for recruiting, employee assessment, talent development and retention.

### **Agency Marketing Resources**

Use PIA's member logo, consumer-facing content, direct-mail resources, digital advertising tools and other marketing support to build agency visibility.



## BUILD MY KNOWLEDGE

### **Professional Education**

PIA members have access to professional development and member pricing on qualifying education, including prelicensing, continuing education, CPIA and other agency-focused learning opportunities.

### **Webinars & Industry Learning**

Stay current through PIA educational programs, webinars and resources focused on agency operations, sales, leadership, insurance markets and emerging issues.

# Knowledge. Advocacy. Connection.



## PROTECT MY AGENCY

### Errors & Omissions Insurance

Professional liability protection with access to multiple markets and coverage options for independent agencies.

### Cyber Insurance

Cyber coverage solutions designed for small and mid-sized businesses, with resources for protecting your agency and serving clients.

### PIA Agents Umbrella Program

Excess protection that can include E&O and business liability coverage, with available endorsements. Availability varies by state.

### Employee & Group Benefits

PIA benefit solutions can help agencies and their employees access life, disability, AD&D and other benefit options.

Program availability and offerings may vary.



## EXPLORE NEW IDEAS

### PIA Technology Council

PIA brings agents and technology leaders together to explore emerging solutions, practical applications and the access, adoption and integration of technology in independent agencies.

### PIA National Carrier Council

PIA and leading insurance carriers collaborate on practical resources and strategic issues affecting independent agencies.

### Carrier Council: Agency Growth Resource Library

Explore resources addressing talent, customer retention, cybersecurity, digital sales and service, succession planning, crisis preparedness and agency growth.



## MAKE MY VOICE HEARD

### PIA Advocacy

PIA represents independent insurance agents before Congress, federal regulators and policymakers on issues affecting agencies and their clients.

### PIA Advocacy Day

Members gather in Washington, D.C., to meet with elected officials and advocate directly on issues important to independent insurance agents.

### Grassroots Action Alerts

When action matters, PIA makes it easy for members to communicate directly with elected officials.

### PIAPAC

PIA's federal political action committee supports candidates who understand and support issues important to professional independent insurance agents.



## CONNECT WITH THE INDUSTRY

### Leadership & Industry Connections

PIA connects agency leaders with peers, carriers, technology companies, state association leaders and other industry decision-makers through national programs and leadership events.

### PIA Connection

PIA's member publication delivers independent-agent perspectives, association news and analysis of issues shaping the insurance marketplace.

### PIA National Newsline

A regular source of PIA and industry news, member information, advocacy updates and opportunities.

### Advocacy Updates

Follow timely legislative and regulatory developments affecting independent agencies at the state and federal levels.



## SUPPORTING OUR INDUSTRY

### PIA Insurance Foundation

The PIA Insurance Foundation supports insurance education and is home to the PIA Disaster Relief Fund, which provides assistance following catastrophic events.



**MAKE THE MOST OF YOUR MEMBERSHIP**

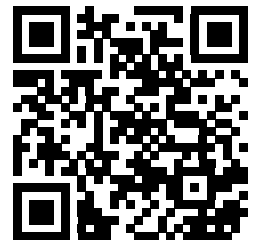
# Find the right **PIA** resource

Not sure which program is right for your agency? PIA staff can help you identify the resources, market-access opportunities and member benefits that best fit your needs.

**Visit: [PIANATIONAL.ORG/PROTECT](https://pianational.org/protect)**

**Call: (703) 836-9340**

**Email: [ProductsAndServices@pianational.org](mailto:ProductsAndServices@pianational.org)**



Scan to explore current  
benefits

## **PROGRAM NOTE**

Member benefits and partner programs may change. Visit [PIANATIONAL.ORG/PROTECT](https://pianational.org/protect) for current program details, eligibility, availability and access information.