



# YOUR PIA MEMBER BENEFITS

## BUSINESS-BUILDING TOOLS

- ◆ **DISABILITY INSURANCE.** With instant quotes, an online application process, and case management done for you, Breeze makes it easy to earn competitive commissions and grow revenue by offering top-rated disability insurance to clients. [pianational.org/breeze](http://pianational.org/breeze)
- ◆ **HARTFORD FLOOD INSURANCE.** PIA's endorsed flood provider since 2004. Dedicated local sales directors and book transfer/rollover team plus great commissions for PIA members. Call (860) 547-5006. [pianational.org/hartford](http://pianational.org/hartford)
- ◆ **PIA MEMBER REIMBURSEMENT PROGRAM:** Receive reimbursements on PIA marketing and PIA Partnership programs (up to \$250 per program, for a total of up to \$500). [pianational.org/moneyformembers](http://pianational.org/moneyformembers)
- ◆ **PIA DMV: PIA'S DIRECT MARKETING VAULT.** Targeted direct mail and digital advertising campaigns. Turn-key yet highly customizable. [pianational.org/dmv](http://pianational.org/dmv)
- ◆ **MARKETING SUPPORT FOR PIA MEMBERS.** Print ads, radio commercials, consumer-oriented flyers, Agency Marketing Guide, and social media support for PIA members. [pianational.org/marketingsupport](http://pianational.org/marketingsupport)
- ◆ **PIA MARKET ACCESS.** Access to over 50 national and specialty carriers, real-time online rating, ownership of your book and no exit fees for a low monthly rate. [pianational.org/marketaccess](http://pianational.org/marketaccess)
- ◆ **AVYST EFORMS WIZARD.** Quickly and easily prepare ACORD, agency-specific, and carrier-unique applications and forms, entering data only once in an organized interview format. Get to market faster! [pianational.org/avyst](http://pianational.org/avyst)
- ◆ **ROUGH NOTES - ADVANTAGE PLUS.** Identifies risk exposures. Provides detailed coverage analysis. PIA member price \$700 annually (reg. \$900). Call 800-428-4384. Use your PIA member ID# above name on mailing label. [pianational.org/roughnotes](http://pianational.org/roughnotes)

## EDUCATION

- ◆ **TOP-TIER EDUCATION.** PIA members have access to and receive discounts on pre-licensing courses, designation classes, and continuing education courses.

## INSURANCE PRODUCTS

- ◆ **E&O INSURANCE.** With access to admitted and non-admitted markets with differing appetites chances are we can find the coverage and price that's right for you. [pianational.org/eando](http://pianational.org/eando)
- ◆ **PIA AGENTS UMBRELLA PROGRAM.** Excess insurance protection includes E&O and business liability coverage,

with available endorsements for EPL and personal coverage. [pianational.org/umbrella](http://pianational.org/umbrella)

- ◆ **CYBER LIABILITY INSURANCE.** Coverage and pricing tailored to small and mid-sized businesses. [pianational.org/cyberinsurance](http://pianational.org/cyberinsurance)
- ◆ **INDIVIDUAL AND GROUP INSURANCE PRODUCTS.** Basic, voluntary and dependent term life; long/short term disability; and AD&D. [piatrust.com](http://piatrust.com)

## TOOLS FROM THE PIA PARTNERSHIP, PIA'S COMPANY COUNCIL

- ◆ **WINNING@CYBERSECURITY DEFENSE.** A four-part educational resource created to teach you and your clients about the most common cyber dangers faced by small and mid-sized businesses as well as the best business practices and insurance coverages that can reduce these risks. [pianational.org/cybersecurity](http://pianational.org/cybersecurity)
- ◆ **WINNING@VIRTUAL.** Your guide to evolving your sales and service in a digital world. [pianational.org/winningatvirtual](http://pianational.org/winningatvirtual)
- ◆ **READY FOR EVERYTHING.** The online crisis resource hub for insurance agents. [pianational.org/readyforeverything](http://pianational.org/readyforeverything)
- ◆ **WINNING@TALENT.** Your guide to hiring, motivating and retaining the best agency employees. [pianational.org/winningattalent](http://pianational.org/winningattalent)
- ◆ **AGENCY JOURNEY MAPPING.** Value your agency, maximize your retirement income, and plan for unexpected death/disability while creating a perpetuation plan for your agency. [pianational.org/agencyjourneymapping](http://pianational.org/agencyjourneymapping)
- ◆ **SMALL COMMERCIAL and the DIGITAL OPPORTUNITY.** A variety of resources that help agents increase their digital capabilities and improve the digital experience for their customers. [pianational.org/voiceofthecustomer](http://pianational.org/voiceofthecustomer)
- ◆ **CLASSIC PIA PARTNERSHIP PROGRAMS:** Less recent (but still relevant) programs including Reaching Gen Y, Closing the Gap, Agency Touchpoints and Practical Guide to Succession Planning. [pianational.org/classicprograms](http://pianational.org/classicprograms)

## AGENCY MANAGEMENT TOOLS

- ◆ **PIA 401(k).** The PIA 401(k) plan has you covered by performing over 90% of administrative tasks and becoming your retirement department support team. [pianational.org/401k](http://pianational.org/401k)
- ◆ **PIA BLUEPRINT FOR AGENCY SUCCESS.** A 3-part resource guide for business planning, growth strategies, and agency continuity. [pianational.org/blueprint](http://pianational.org/blueprint)
- ◆ **ACORD FORMS END USER LICENSES.** Available for free to qualifying PIA

members who access ACORD forms through agency management systems and other authorized distributors. Plus PIA member discounts on the ACORD Advantage Plus Program. [pianational.org/acord](http://pianational.org/acord)

- ◆ **AGENCY AGREEMENT REVIEW SERVICE.** Free to members and carriers, PIA recommends changes to carriers and highlights concerns for members. [pianational.org/agreementreview](http://pianational.org/agreementreview)
- ◆ **EMPLOYEE PROFILING.** Hire the right people with skills and personality testing from OMNIA. [pianational.org/omnia](http://pianational.org/omnia)
- ◆ **HIRE WITH IDEALTRAITS.** The comprehensive, go-to hiring tool for agencies looking to hire top performers. [pianational.org/idealtraits](http://pianational.org/idealtraits)
- ◆ **CYBER RISK ASSESSMENT.** A low cost cyber risk assessment designed specifically for you. This delivers a one-two-three punch that identifies your unique risks, how to mitigate them, AND guidance/tools to turn the recommendations into action. [pianational.org/cyberassessment](http://pianational.org/cyberassessment)
- ◆ **THE AGENT EXPERIENCE.** Practical information and resources to help you develop and grow customer relationships online. [pianational.org/agentexperience](http://pianational.org/agentexperience)
- ◆ **ENCRYPTED EMAIL AND E-SIGNATURE SERVICE.** RMail specializes in security and compliance with its top-rated email encryption, auditable proof-of-privacy compliance, and certified e-delivery services, and RSign for e-signatures. PIA members receive 20% off services.

## LEGISLATIVE & REGULATORY OUTREACH

- ◆ **PIA ADVOCACY BLOG.** Timely updates about what's happening on Capitol Hill and on state and federal regulatory issues. [PIAAdvocacy.com](http://PIAAdvocacy.com)
- ◆ **GRASSROOTS ALERTS.** Send pre-written, fully-editable letters directly to your elected officials. [pianational.org/grassroots](http://pianational.org/grassroots)
- ◆ **PIA ADVOCACY DAY.** Every spring, PIA members visit Capitol Hill to talk with their elected representatives about issues that are important to independent insurance agents. [pianational.org/advocacyday](http://pianational.org/advocacyday)
- ◆ **PIA POLITICAL ACTION COMMITTEE (PIAPAC).** PIAPAC contributes to the campaigns of candidates to federal office who share our pro-insurance, pro-business perspective and who support our issues. [pianational.org/piapac](http://pianational.org/piapac)
- ◆ **FL AGENTS POLITICAL ACTION COMMITTEE (AGPAC).** AgPac was established to raise funds and support state legislative efforts on your behalf. Have your voice heard in Tallahassee.