

Member Testimonials

Our membership in the IIA of Illinois is important first and foremost because all insurance professionals in this state should be a part of our association. This association represents all agencies of every size through very valuable services administered by a caring, loyal and dedicated staff that works hard for the insurance agency members in Illinois. The IIA of Illinois staff represents our industry in very important legislative matters both in our state and on a national level. The communication provided through the IIA Website, Insurance Insight magazine, legislative briefs and director updates is second to none in our industry. The annual convention is an amazing event that everyone should attend.

- *George M. Daly*
The Horton Group, Inc., Orland Park, IL

The association has provided me with an experience that has exceeded all my professional and personal expectations. I have an opportunity to meet agents across the state and receive feedback on how they are being successful at their agencies. This has provided me with a wider view of my profession. The State Legislative Day and the National Legislative Conference in D.C., provides me with insight into the historic front page issues like Health Reform. Every year we have the privilege of representing the IIA of Illinois and meeting with our State Representative or Congressman to reflect the current perspective of our Association. Involvement with the association immerses you in current events, motivated peers as well as the people and factors that shape your personal and professional life.

- *Michael-Charles Hilson*
(GBG, Inc., South Holland, IL*

There are two benefits I derive from Association membership that I consider extremely beneficial to my agency. One being the opportunity to network, and the other is the ability to make one call to Dennis Garrett and get the pulse of our industry as well as most companies in our region.

- *Kent L. Farley*
Farley Insurance Agency, Inc., Newton, IL

The State Association has always been very valuable in my business. The educational opportunities alone are outstanding - starting out years ago with the basic classes, to the designation programs that are so beneficial in this business. I've used the Association resources many times for policy interpretation or company relations. I cannot count how many company contacts I have created and/or strengthened from the State Convention each year. The friendships I've established over the years with other members agents and Association Staff are priceless.

- *Cindy K. Jackman, CIC*
Consolidated Insurance Agency, Inc., Carbondale, IL

The Independent Insurance Agents of Illinois provides a multitude of products and services for its members. The most significant benefits to my agency include E&O coverage, the annual convention with continuing education credit, and bulletins and updates on industry changes. The staff is also an extremely valuable resource, experienced in all facets of the insurance industry and association management.

- *Phyllis Schwindt*
Cleveland Insurance Group, Rock Island, IL

The Independent Insurance Agents of Illinois (IIA of IL) was established in 1993 as a trade association comprised of professional independent insurance agents throughout the state. The history of the association dates back to 1849 with the formation of The Chicago Board of Underwriters, followed by the National Board of Fire Underwriters in 1896. The Illinois Association of Insurance Agents was founded in 1899 with the purpose of representing the views and needs of independent insurance agents to companies, as well as state and federal government. In 1952, the Illinois Association of Mutual Insurance Agents, later called the Professional Insurance Agents (PIA), was organized – and in 1993 the two associations merged to become one.

The membership of 1,300 insurance agencies, representing 12,000 licensed agents, is engaged in all facets of the insurance industry including property, casualty, life and health. Its members are businesses that offer customers a choice of policies from a variety of insurance companies. In addition to serving the professional needs of its members, the IIA of IL works for the betterment of the insurance business in the state by recommending and promoting legislation.

The mission of IIA of IL is working in the public's best interest, through active member participation; to be an unrelenting advocate for independent insurance agents and to fulfill the educational, political, and business needs of its members. The products and services offered by the association are vast, and the personal benefits to its agents vary.

Enhancing the value of



**Independent
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the insurance profession.

Top 10 Membership Benefits

Advocacy

#1

- The voice of the Independent Agent on the local, state, and national level
- Strong representation at the State Capitol by your government relations team
- Financial assistance to deserving candidates through our political action committees, IIAPAC and InsurPAC
- Solid relationship with the Illinois Department of Insurance and other organizations
- Representation at legislative conferences, public hearings, and special legislative and regulatory meetings
- Access to "Voter Voice" member grassroots system
- Partner meetings between association leaders and company representatives on topics of mutual concern
- Participation in Industry Legislative Day and legislative events in the districts
- Statutory representation on state and national regulatory committees and task forces

E&O Coverage

#2

- Coverage offered by two companies: Utica and SwissRe
- Affordable policies with unsurpassed coverages
- Eligibility for experience and loss control credits
- Special E&O workshops and education sessions

Education

#3

- #1 provider of insurance education in the state of Illinois
- CIC, CISR, CRIS, E&O, Ethics, AFIS, Flood & Fair Plan Programs, and "Hot Topic" Classes
- Scholarship and award opportunities
- Access to the IIABA Virtual University and Agents Council on Technology (ACT) webinars
- Multitude of class locations throughout the state

Communications

#4

- Subscription to the award winning monthly trade magazine, Insurance Insight, also available online
- Subscription to the electronic newsletters, *Association Brief* and *Young Agents Advocate*
- Extensive and informative website at www.iaofillinois.org
- Social networking through Facebook, Linked-In, and SharePoint for Members
- Classified advertising in magazine and website
- Marketing support through national branding program - Trusted Choice®
- Website builder and hosting

Special Events

#5

- IIA of Illinois Convention Showcase & Tradeshow
- Annual Membership Meeting
- Illinois Insurance Industry Day and Federal Legislative Conference
- Education classes
- Agent-Company Relations meetings
- Regional and town meetings
- Young Agents conference and events
- Trusted Choice Big "I" Junior Golf Classic
- Technology conferences, "how to become an independent agent" discussions, focus groups, and other special events

Products & Services

#6

- Agents Errors & Omissions Insurance through SwissRe Westport or Utica
- Insurance Coverage for your clients: AgentSecure, Annuities, Life Insurance, Big "I" Markets, Flood Insurance, Med Mal Program for Doctors, Mexican Insurance, Worker's Comp Program, Home Warranty Program, Personal Umbrella and Home Business Programs
- Premium Financing program
- Producer bonds
- Big "I" Advantage Virtual Risk Consultant
- Website development and hosting
- MD Preferred Insurance Networking
- Model policies
- Marketing through Trusted Choice® and TouchCardz program

Online Initiatives

#7

- Comprehensive website at www.iaofillinois.org
- SharePoint for Members (online member networking community)
- Unique website builder and hosting through Internet provider, EOS
- Online registration for CE classes, convention, and special events
- Access to e-Insight, the electronic version of the association's monthly magazine

Big "I" Membership

#8

- Representation by professional staff on Capitol Hill
- Access to all national products and services:
 - Big "I" Markets
 - Big "I" Advantage Virtual Risk Consultant
 - Virtual University
 - Trusted Choice® branding program
 - InsurPAC
 - InsurBanc
- Participation in Federal Legislative Conference and Annual Convention
- Best Practices studies
- Agents Council on Technology (ACT)

Young Agents Network

#9

- Leadership opportunities with the national award winning Young Agents Committee
- Participation in Young Agents events
 - Illinois Young Agents Sales & Leadership Conference
 - National Young Agents Conference
 - Young Agents focused education classes
 - Pro-Am Golf Outing
 - Community Service projects
 - Regional networking events
- IIA of Illinois Convention Showcase & Trade Show
- Illinois Insurance Industry Day and Federal Legislative Conference
- *Young Agents Advocate* electronic newsletter
- Continuing education and scholarship opportunities
- Young Agent of the Year program

Resources

#10

- Agents website and SharePoint for Members at www.iaofillinois.org
- Statewide focus groups
- Model policies and sample statements
- Access to a professional staff experienced in all aspects of association management
- Networking opportunities with agents and company representatives throughout the country