

Agents NewsLine

An exclusive news service for members of the Missouri Association of Insurance Agents
November 2018 #333

EDUCATION CALENDAR

CIC: Agency Management Institute
December 5-7, St. Louis

CISR: Commercial Casualty I
November 28, Blue Springs
December 12, St. Louis
December 13, Cape Girardeau
January 17, Jefferson City
January 30, Springfield

**RSS: Grilled Cheese, Beer and Insurance:
Covering the Business of Food & Drink**
January 15, Jefferson City

[Click here to see our multiple webinar options!](#)

EVENTS CALENDAR

Small Agency Conference
March 21-22, Columbia

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Navigate mergers and acquisitions hazards with new resource

Don't "ready, fire, aim!"

That was one of the tips from Matthew Davis, Swiss Re Corporate Solutions claims manager, when he served as a panelist during the recent Agency Risk Management Essentials webinar, **Navigating the Hazards of Buying, Selling and Merging an Agency.**


During the session, a panel of industry leaders navigated attendees through many of the tax implications, due-diligence activities, and errors & omissions exposures that need to be considered before buying, selling or merging an agency.

The panelists made so many excellent points during the discussion that the Big "I" Swiss Re Risk Management team collected a few of our favorites in a one-page **"Things to Know"** document, which contains more than 20 items insurance agents should consider, as well as whether the tip pertains to a buyer, seller or merger.

If you are facing a merger or acquisition now or in the future, prepare with the Navigating the Hazards of Buying, Selling and Merging an Agency **webinar slides** and **M&A tip sheet.**

2019 CIC and CISR schedules available online

The complete schedule of **CIC** and **CISR** classes offered throughout the state of Missouri in 2019 are now available to register for online. Plan ahead and take advantage of the early-bird discount! Register online for a 2019 **CIC** or **CISR** today.



Your clients have many umbrella needs.

RLI Personal Umbrella

TrustedChoice.com advantage subscription

The fall is a good time to take stock of the current business year and begin to plan for 2019 before January 1 renewals get into full swing. Here at MAIA we are planning for 2019 too. Growth-focused agencies know that finding good business is a never-ending task, and make marketing a key component of their business plans. As consumer behavior changes, so too must marketing. An Advantage subscription on **TrustedChoice.com** is the best way to get your agency in front of those buyers who are researching insurance on the web.

More and more agencies are realizing that the return on investment from an Advantage subscription accrues to their agency in many ways. Of course, there are easily measured returns from writing business, but there are also returns that are harder to measure. An additional professional presence on the web, a steady flow of consumers seeing the agency brand, and testimonials and links to your social media platforms all build your credibility. **Listen to Brent Skeeters** from Ramse Insurance to hear about the large commercial account he wrote for an "immense" ROI. Your association leadership is hearing encouraging reports like this one from many agencies. Call or **request a demo** today to see how an Advantage subscription from TrustedChoice.com will help your agency grow.

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Check out the latest issue of the Missouri Agent magazine



Virtual University upcoming webinar

Five Contractor Coverage Concepts Every Agent MUST Understand
December 12, 12 - 2 p.m. CST

\$79 - Register

Contractor risks are unique regarding their risk profile, exposures and coverage needs. Agents must understand these unique risks, exposures and coverages to properly manage their contractor clients.

This session focuses on five of the most common contractor risk exposures:

- Contractual Risk Transfer
- Properly Extending Insured Status
- Business Auto Issues
- Misuse of the Absolute Pollution Exclusion
- Professional and Pollution Exposures Faced by Contractors

A lot of material is covered in this fast-moving, two-hour session. Agents will be better prepared to analyze the risks presented by their contractor clients and know how to properly respond to their coverage needs and claim questions.

All 2-hour Big "I" Virtual University webinars include access to the live session, a link to the post-event on-demand recording available to you 24/7, and a transcript, a valuable and value-added reference tool.

MAIA Regional Directors

Contact your regional director for information about becoming more involved with MAIA. [Click here](#) to see the listing of all MAIA officers and board of directors.

Missouri Association of Insurance Agents

P.O. Box 1785, Jefferson City, Mo. 65102-1785, 573-893-4301, www.missouriagent.org

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Missouri Association of Insurance Agents, PO Box 1785, Jefferson City, MO 65102-1785

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