

Agents NewsLine

An exclusive news service for members of the Missouri Association of Insurance Agents

July 2019 #341

EDUCATION CALENDAR

CIC: Agency Management Institute
August 14-16, Blue Springs

CISR: Commercial Casualty II
August 6, St. Louis
August 27, Springfield

RSS: Social Engineering Attacks - What Will They Think of Next?
October 10, Jefferson City

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

EVENTS CALENDAR

E&O Seminars/Agency Compliance Luncheons
Oct. 2, Blue Springs
Oct. 3, Jefferson City
Oct. 15, Cape Girardeau
Oct. 16, St. Louis
Oct. 17, Springfield

CSR Development Conference
November 7-8, Jefferson City

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Tax reform survey results

We recently asked you to complete a brief questionnaire regarding the impact 2017's federal tax reform legislation had upon your agency business. Your responses were compiled with other states to reveal the following: over 70% of respondents' agencies are organized as a pass-through entity and 20% are organized as C-corporations; 65% of you saw a benefit on your 2018 taxes because of the new tax law; 93% of all respondents recognized a tax benefit between \$1,000 and \$50,000; the remaining 7% saved over \$50,000 on their taxes. The IIABA federal lobbying team worked tirelessly to secure this provision in the tax legislation in order to benefit members. Thanks to all who took part in the survey!

Department of Insurance earthquake study

Last week the Missouri Department of Insurance released the results of a study of this state's earthquake insurance market. Missouri is the third largest market for earthquake insurance among the states, exceeded only by California and Washington. However, over the last 20 years, the earthquake insurance market has significantly contracted, with many insurers leaving the market entirely, while others refuse to issue new policies in the New Madrid area. Take-up rates for coverage have also declined. In 2000, almost 44% of homes had earthquake coverage, while that number had shrunk to almost 28% by 2018. During that same time period, the percentage of homes with earthquake coverage plummeted from 60.2 to 13.9. The study can be read in its entirety [here](#).



MAC Summit next week - CE approved for Friday's session!

Friday's session "Performance Matters" was just approved for p-c CE credits!

It's not too late to sign up for next week's MAIA Missouri Agents Connection Summit taking place at the newly-remodeled Margaritaville Lake Resort. Join your colleagues from around the state at this year's premier gathering of insurance agents and insurance company personnel. Whether it's hearing Governor Parson's discussion regarding insurance in Missouri or the fabulous keynote address by Notre Dame football legend Rudy Ruettiger or the top-notch informative sessions, there is something for everybody who attends the MAC Summit. Sign up

on the MAIA website [here](#), or register onsite during the event. This is not an event you will want to miss!

15 minute Best Practices webinar
Avoiding the Producer Recruiting Train Wreck
July 30, 1:30-1:45 p.m.

Join Brian McNeely of Reagan Consulting as he defines the producer recruiting issues that the industry faces using the Best Practices WASA/WAPA/NUPP metrics, makes the financial case for producer recruiting, offers a formula to help you determine how much you should invest in new producers and touches on some successful strategies related to producer recruiting.
Register now for the entire series.

PAID ADVERTISEMENT

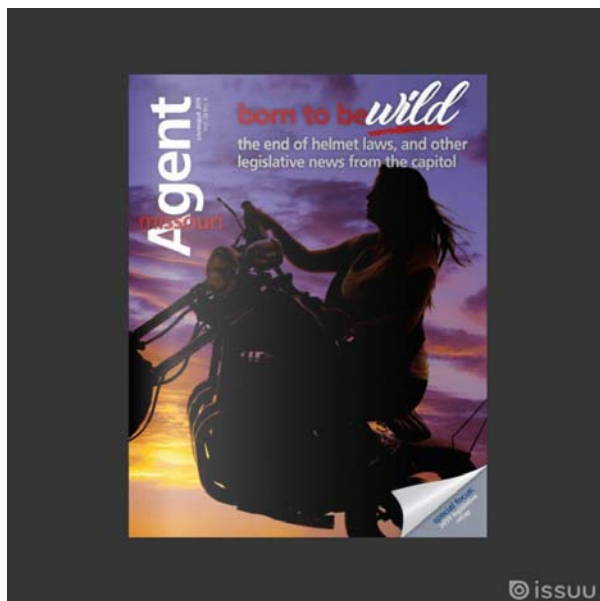


Practical Solutions
for Unique Needs

Rollover flood business promotes strong voice in Washington

Independent agents know that having a voice in political legislation is important. Together, **Big "I" Flood and Selective** make sure that independent agents are represented in the National Flood Insurance Program (NFIP) and that they are offering a competitive and consistent flood market for our members. With recent mergers of WYO flood insurance carriers, now is an opportune time to roll over your book of flood insurance business to the Big "I" endorsed carrier, Selective. By moving flood business to Selective, not only do agents get access to high commissions for larger books of business, but also access to one of the most respected truly independent agency-dedicated companies in the marketplace. Selective supports your national and state association flood advocacy efforts on behalf of our members in Congress and with the NFIP. When choosing to write flood insurance business through the Big "I" Flood/Selective relationship, they can help independent agents have a strong voice in flood insurance legislation. Putting more flood business with the Big "I" Flood program helps to strengthen that voice.

Check out the latest Missouri Agent magazine



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

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