

Agents NewsLine

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

May 2020 #351



EDUCATION CALENDAR

CISR: Elements of Risk Management
June 9, Webinar

CIC: Insurance Company Operations
June 10 & 11, Webinar

CISR: Insuring Personal Residential Property
June 25, Webinar

CIC: Commercial Property Institute
August 5-7, Blue Springs

CISR: Agency Operations Seminar
August 12, St. Louis
August 27, Springfield

Find upcoming webinars [here!](#)

MAC SUMMIT
JULY 22-24, 2020
Margaritaville Lake Resort
Osage Beach

Bestselling author of **SHARK TANK JUMP**
Start Your Business
the official business book from ABC's hit show...

REGISTER NOW

COYNOTE SPEAKER
MICHAEL PARRISH DUDELL

EVENTS CALENDAR

Missouri Agents Connection Summit
July 22-24, Osage Beach

2020 Missouri Legislative Session

Though the legislative session was temporarily halted mid-session due to COVID-19, it wrapped up on Friday, May 15 at 6:00 with its usual last-minute flurry of activity.

Even though the session was abbreviated, MAIA was active in passing legislation that will improve our industry, helping pass important legislative bills dealing with tort reform and rebating, among other issues. You can view the complete list of bills that passed [here](#). Unless otherwise noted, the bills that passed now await the governor's approval before becoming law. Look for a detailed explanation of the insurance-related bills in the July/August issue of *Missouri Agent* magazine.



Safe Harbor Provision for PPP Loans Announced

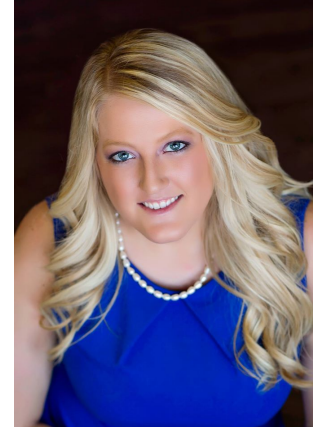
The Small Business Administration issued revised [FAQs](#) for the Paycheck

Protection Program last week that include a safe harbor provision that pertains to the good-faith certification found on the loan application. Numerous MAIA member agency owners had expressed concerns regarding the certification required as part of the PPP application.

According to the guidance, any borrower that (together with its affiliates) received PPP loans of less than \$2 million will be deemed to have made the required certification concerning the necessity of the loan request in good faith (see question 46). At more than \$2 million, those loans will be subject to SBA review.

MAC Summit First-Time Young Agent Attendee Scholarship Recipient: Marissa Dirnberger

Marissa Dirnberger is the owner of VanGennip Insurance & Financial Services, which includes two locations, one in Advance, Mo. and one in Chaffee, Mo. Marissa is passionate about her clients and wants her agency to grow based on customer service and community support the agency provides. This scholarship will cover the registration fee and hotel room for MAC Summit.

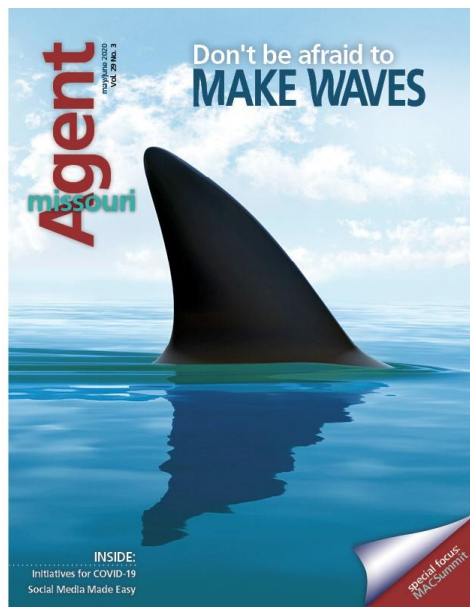


Look for Marissa at the **MAC Summit** in July!

Do's and Don'ts of COVID-19 E&O Suits



This article, **What You Do and Don't Do When a COVID-19 E&O Suit Arrives**, outlines the timely actions and reactions agents should have when threatened or served with an E&O suit arising out of this pandemic.



Missouri Agent May/June 2020

Marketing & Communications Reimbursement for PIA Members

Progressive Insurance Company has made a substantial donation to help PIA members communicate with those in their communities and elsewhere. Whether agents want to send a customized message of support to those in their local marketplace as they navigate these uncertain times, or a message about a particular product or service that they believe will resonate right now, Progressive and PIA are here to help—with specific marketing tools PIA members can use and a \$250 investment to help offset the cost!



Visit planet.com/agentsupport for more details! Contact [Dawn Patterson](#) if you're unsure if you are a PIA member, or to find out how to join.

ePayPolicy: First month free through end of May



Unwavering support headed your way! Although we can't be sure when offices and agencies will reopen to the public, we CAN help you start collecting digital payments.

We've worked with our preferred digital payment processor, ePayPolicy, to extend your first month free opportunity. ePayPolicy provides your agency with a digital, branded payment page that eliminates the need for clients to mail or deliver checks in person - something that ensures you and your clients have a simple process for collecting payments.

With **ePayPolicy**:

- Collect credit card and ACH payments for only \$20 a month
- Provide your clients with the simplest solution to pay invoices digitally
- Get signed up in 5 minutes (no contract - no hidden fees)

Use promo code "MoAgent" before May 31 to get your first month free!



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