

# Agents NewsLine

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

November 2020 #357



## EDUCATION CALENDAR

**CIC: Commercial Property Institute**  
January 27, Online

**CIC: Commercial Casualty Institute**  
December 2-3, Online

**Find upcoming webinars [here!](#)**

## PIA Member Reimbursement Program Update

Five PIA programs now qualify for reimbursements through the PIA Member Reimbursement Program for a total of \$500 in reimbursements available to all PIA A1 members, until funds run out.

- PIA's Direct Marketing Vault: targeted postcard and digital marketing
- PIA Design & Print Services: custom pieces and PIA PPE
- Agency Journey Mapping: perpetuation planning
- IdealTraits: agency recruiting and hiring platform
- Behavioral assessments using the Omnia Profile: behavioral assessments for potential hires and staff

## Missouri Insurance Producer License Exam NOW ONLINE

The Missouri Department of Commerce and Insurance, in partnership with Pearson VUE, will begin offering online proctored insurance producer examinations on November 17, 2020. While on-site testing facilities will remain an important option for candidates, the Pearson OnVUE program expands the choices to accommodate the testing needs of any potential Missouri licensee. Find more information [here](#).

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## NEW BENEFIT: Trusted Choice SEO Program

Trusted Choice and MAIA are taking the hard part out of SEO (search engine optimization). This is a free benefit for MAIA agency members. All you have to do is **set up your Member Plus profile!**

Your agency could be recommended to an online insurance shopper for free! In order to show as a recommended insurance agency, you MUST set up your Member Plus profile.

Additionally, your agency can upgrade your Member Plus profile to an Advantage profile for a fee. Have questions about SEO/Trusted Choice/this benefit? Email [aconway@moagent.org](mailto:aconway@moagent.org).



## Check out the newest *Missouri Agent* magazine!

What do young agents want p.32  
Free ACORD Forms p.17  
MAIA committees p.24

### EVENTS CALENDAR

#### Young Agents Happy Hour

November 19, Online

#### Day at the Capitol

March 2, 2021

#### Small Agency Conference

March 18-19, 2021

## COVID Liability to be Considered by Missouri Legislature

Governor Parson announced this week that COVID liability for health care providers, manufacturers, businesses, churches, schools and others will be addressed during the upcoming extraordinary legislative session.

The governor has asked the legislature to address three main areas of concern: liability protection for health care workers who provide care as necessitated by a declared state of emergency, products liability protection for any person who designs, manufactures, labels, sells, distributes or donates products in direct response to a declared state of emergency, and premises liability protection for exposure claims, relating to a declared state of emergency.

MAIA will update members as the special session progresses. The governor's proclamation may be read [here](#).

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## MAIA Partner Program

Becoming an MAIA Partner guarantees you high-profile, year-long exposure to members of MAIA. **Deadline to pledge is December 1, 2020** but payments can be made through January 31, 2021.



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## Young Agents Happy Hour - Nov. 19 at 3 PM

Times are tough and connection is more important than ever. Use this hour to share ideas, virtually network with your peers and enjoy a refreshing beverage. Free and open to all young agents in Missouri.

Register [HERE!](#)

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## MAIA dues deductibility

Dues are not deductible to members as a charitable expense on their income tax. However, the portion that is not related to lobbying (78.0% for FY21) is deductible as a business expense.



At a reduced rate to our members, Cyber Secure offers coverages such as:

- Cyber Extortion Loss Sublimit
- Business Interruption Coverage
- Forensic Expenses to Investigate the Breach and Ransomware Event



**80% of businesses that experience a data security breach do not survive**



Member agencies, contact us for cyber coverage today.  
Jana Sachs, [jsachs@moagent.org](mailto:jsachs@moagent.org)

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## Small Agency Feature

MAIA members, you're invited to share a story about how MAIA has impacted either your small agency or one of your agents in the last few years. One agency or agent will be chosen and the story will be featured in our upcoming Missouri Agent Jan/Feb 2021 issue.

Complete short questionnaire [here!](#)



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