
DON'T FEAR COMMUNITY BANKS, RETIREMENT CAN'T WAIT... WE CAN HELP, & TAKE ME OUT TO THE ARCHIVE

DON'T FEAR COMMUNITY BANKS

There are many fears about money. Fear of touching money is called chrematophobia. Fear of poverty is called peniaphobia.

But when it comes to insuring community banks, as a Big "I" Markets agent you have nothing to fear.

Our partner Travelers understands the process so well they can walk with you through the entire operation, explaining the process and details of coverages.

So you don't have to fear offering **Community Bank** coverage unless you suffer from *Plutophobia*, the fear of being wealthy.

Community Banks need coverages that can keep up with diverse and changing responsibilities and Travelers® has been serving banks since 1890.

Critical Policy Features:

- Directors and officers liability, with excess directors and officers individual coverage
- Crime
- Employment practices liability
- Bankers professional liability
- Trust errors and omissions liability
- Lender liability
- Fiduciary liability
- Financial institution bond
- Kidnap and ransom
- General liability, auto liability and physical damage as well as workers compensation and property
- CyberRisk protection

To find your local community bank, visit ICBA's community bank locator at www.icba.org/locate. Simply type in your zip code and the app will show you all the community banks in your area.

A specimen policy is located in "Product Resources" on www.bigimarkets.com.

Travelers SelectOne®, underwritten by Travelers Casualty and Surety Company of America, is endorsed by the Independent Community Bankers of America.

SPECIAL FEATURE - Retirement Can't Wait... We Can Help

Having trouble deciding which retirement plan is right for you or your agency? Big "I" Retirement Services is here to help you choose which plan best meets your circumstances. We've worked with more than 1,000 agencies to help them achieve their retirement goals.

With over 25 years in the retirement business, the Big "I" serves as a strong advocate for participating agencies. Whether it concerns a complicated transition from another provider, or perhaps a sale of the agency, we know your business, understand your market, and can grasp your needs.

Our advisers are available to all IIABA members to provide consultation on existing and new plans alike at no cost or obligation. At Big "I" Retirement Services, we consider you a member first, and a client second. Whether we're building a new plan for your agency from the ground up or simply rolling over your existing plan in order to save you money with our low administrative fees, we strive to make your experience with us pleasant, professional, and hassle-free.

Whether your goal is to maximize owners' contributions, lower your agency's tax burden, or retain key employees, our

retirement professionals can tailor and customize a plan to fit your needs.

Contact Christine Muñoz, Big "I" Director of Retirement Services, at christine.munoz@iiba.net for more information.

TAKE ME OUT TO THE ARCHIVE

I love baseball. I played for many years and was thrilled when D.C. got a team again in 2005. Major League Baseball statistics can be found going back at least to the formation of the National league in 1876. The number of tracked statistics can be mind-boggling and confusing, such as "DICE - Defense-Independent Component ERA: an estimate of a pitcher's ERA based upon the defense-independent components of his statistical line (K, HR, BB, HBP) but which also uses number of outs (IP), which is not defense independent". Say what?!

Fortunately for you the *Two for Tuesday* archive doesn't get that complicated. It's a straightforward list of products and helpful articles going back to the first issue in 2003. If you want deeper statistics you can check out Paul Buse's "Parting Shot" articles.

Please keep in mind that the products and eligibility may have been revised or discontinued since the original article was written. Review the "Information" page for each product on Big "I" Markets for current content and instructions.

Product/Topic	Date Published
Affluent Homeowner:	07/28/2015; 01/13/2015; 09/24/2013; 08/06/2013; 05/27/2013; 02/05/2013; 01/15/2013; 01/08/2013; 09/25/2012; 05/29/2012; 05/15/2012; 11/01/2011; 10/18/2011; 09/27/2011; 09/13/2011; 09/06/2011; 06/07/2011; 03/29/2011; 02/22/2011; 01/18/2011; 11/02/2010; 09/21/2010; 08/10/2010; 07/13/2010; 05/04/2010; 02/09/2010; 10/27/2009; 08/18/2009; 06/30/2009; 06/16/2009; 05/19/2009; 04/28/2009; 03/24/2009; 02/24/2009; 02/03/2009; 01/20/2009; 01/06/2009; 12/09/2008; 11/11/2008; 11/04/2008; 09/30/2008; 09/23/2008; 09/16/2008; 05/06/2008; 03/04/2008; 02/19/2008; 03/11/2008; 11/13/2007; 10/09/2007; 09/11/2007; 08/28/2007; 08/07/2007; 12/12/2006; 03/06/2007; 03/20/2007; 04/03/2007; 04/17/2007; 05/15/2007; 06/12/2007; 01/17/2006; 12/06/2005; 08/23/2005; 05/24/2005; 02/15/2005; 01/25/2005; 09/07/2004; 08/17/2004; 09/09/2003; 06/10/2003; 03/11/2003
Affluent Homeowner: ACE (Now under Affluent Homeowner: Chubb Masterpiece)	02/02/2016; 11/24/2015; 09/01/2015; 06/30/2015; 12/16/2014; 09/16/2014; 06/24/2014; 04/01/2014; 09/24/2013; 07/27/2010; 07/13/2010; 04/27/2010
Affluent Homeowner: AIG	08/02/2016; 05/31/2016; 04/19/2016; 02/16/2016; 01/26/2016; 01/05/2016; 12/15/2015; 10/13/2015; 07/21/2015; 04/28/2015; 02/03/2015; 11/04/2014; 08/05/2014; 05/13/2014; 02/11/2014; 11/19/2013; 09/24/2013; 04/02/2013
Affluent Homeowner: Chubb Masterpiece®:	08/23/2016; 07/19/2016; 06/21/2016; 05/10/2016; 03/08/2016; 02/02/2016; 11/03/2015; 08/11/2015; 05/19/2015; 02/24/2015; 11/25/2014; 08/26/2014; 06/03/2014; 10/29/2013; 09/24/2013; 07/16/2013; 07/09/2013; 05/07/2013; 10/27/2009; 08/18/2009; 06/30/2009; 06/16/2009; 05/19/2009; 02/24/2009; 02/03/2009; 01/20/2009; 01/06/2009; 12/09/2008; 11/11/2008; 09/30/2008; 09/23/2008; 09/16/2008; 05/06/2008; 04/22/2008; 07/24/2007; 10/31/2006; 12/12/2006; 10/05/2004; 02/15/2005
Affluent Homeowner: Fireman's Fund Prestige® Portfolio: (Bought by ACE - Now under Affluent Homeowner: Chubb Masterpiece)	04/07/2015; 10/14/2014; 07/15/2014; 04/22/2014; 12/17/2013; 09/24/2013; 06/25/2013; 04/16/2013; 10/27/2009; 08/18/2009; 06/30/2009; 06/16/2009; 05/19/2009; 04/28/2009; 02/24/2009; 02/03/2009; 01/20/2009; 01/06/2009; 12/09/2008; 11/11/2008; 09/30/2008; 09/23/2008; 09/16/2008; 08/26/2008; 05/06/2008; 09/11/2007; 07/17/2007; 06/12/2007; 12/12/2006; 11/14/2006; 04/25/2006; 10/05/2004; 11/30/2004
Affluent Non-Standard Homeowners: (Now under Non-standard Homeowner or Rental Dwellings)	05/17/2011; 02/01/2011; 07/13/2010; 10/27/2009; 10/06/2009; 08/04/2009; 01/06/2009; 12/09/2008; 10/21/2008; 09/16/2008; 08/12/2008; 06/03/2008
Agents Council for Technology (ACT) :	02/16/2016
Agility Recovery:	06/07/2016; 12/08/2015; 09/01/2015; 05/19/2015; 04/14/2015; 12/30/2014; 11/11/2014; 01/01/2013; 12/11/2012; 11/27/2012
Apartment Pac - Travelers Select:	01/17/2012; 02/08/2011; 12/14/2010
April Fool's Fun:	04/01/2014; 04/01/2008

Archive listing of all Two for Tuesdays:	08/30/2016; 09/15/2015; 08/19/2014; 03/05/2013; 12/27/2011; 12/28/2010; 11/03/2009; 08/19/2008; 07/10/2007; 10/17/2006; 10/18/2005; 06/28/2005
At-home Business Policy:	03/08/2016; 08/19/2014; 06/24/2014; 12/02/2008; 8/30/2005
Bicycle Insurance Program:(Discontinued)	07/21/2015; 04/21/2015; 03/10/2015; 09/02/2014; 08/05/2014; 04/29/2014; 03/11/2014; 03/04/2014
Bid Bonds:	10/20/2009; 09/01/2009; 06/30/2009; 05/19/2009; 04/21/2009;
Big "I" Markets Agent Success Stories:	07/28/2015; 07/07/2015; 06/09/2015; 03/17/2015; 04/29/2014; 08/11/2009; 03/24/2009; 07/15/2008; 06/10/2008; 05/06/2008; 04/29/2008; 04/22/2008; 04/15/2008; 03/25/2008; 03/11/2008; 10/30/2007; 10/02/2007; 09/11/2007; 09/04/2007; 08/28/2007; 08/21/2007; 08/14/2007; 08/07/2007; 07/31/2007; 07/24/2007; 07/17/2007; 10/03/2006; 05/01/2007
Big "I" Markets Processing Tips:	03/27/2012; 06/22/2010; 04/18/2006; 06/21/2005; 03/22/2005; 08/31/2004
Big "I" Markets Results:	07/20/2010; 01/19/2010; 01/22/2008; 03/27/2007; 01/09/2007; 04/26/2005; 01/05/2005; 10/12/2004
Big "I" Markets on Social Media:	08/13/2013
Binding Business on Big "I" Markets:	05/01/2007; 08/23/2005; 02/15/2005; 10/18/2005; 10/05/2004; 09/07/2004
Bonds - Goldleaf Surety:	08/16/2016; 07/12/2016; 05/17/2016; 03/22/2016; 03/15/2016; 02/16/2016; 01/12/2016; 12/22/2015; 11/03/2015; 10/27/2015; 10/06/2015; 07/28/2015; 05/05/2015; 01/20/2015; 12/16/2014; 10/28/2014; 09/09/2014; 07/15/2014; 05/27/2014; 04/22/2014; 01/28/2014; 12/03/2013; 11/05/2013; 10/08/2013; 08/27/2013; 07/23/2013; 06/11/2013; 05/14/2013; 04/16/2013; 12/11/2012; 10/16/2012; 08/14/2012; 07/10/2012; 06/05/2012; 02/07/2012; 01/10/2012; 11/29/2011; 11/01/2011; 10/18/2011; 10/18/2011; 09/27/2011; 09/13/2011; 08/16/2011; 06/07/2011; 05/17/2011; 05/10/2011; 05/03/2011; 04/05/2011; 03/29/2011; 03/29/2011; 02/15/2011; 02/08/2011; 01/18/2011; 11/09/2010; 11/02/2010; 10/26/2010; 10/05/2010; 09/07/2010; 07/13/2010; 02/09/2010; 10/20/2009; 09/01/2009; 06/30/2009; 05/19/2009; 04/21/2009
Builders' Risk	12/15/2009
Building Pac - Travelers Select:	10/18/2011; 12/14/2010
Business Pac - Travelers Select:	09/16/2014; 08/05/2014; 06/17/2014; 05/13/2014; 03/25/2014; 02/18/2014; 01/21/2014; 09/18/2012; 06/21/2011
Caliber (Staff Hiring & Development)	07/05/2016; 05/03/2016; 01/26/2016; 12/29/2015; 10/27/2015; 08/25/2015; 07/21/2015; 06/23/2015; 06/09/2015; 04/07/2015; 01/06/2015; 11/18/2014; 01/14/2014; 03/29/2013; 05/08/2012; 04/24/2012; 04/03/2012; 02/21/2012
Coastal Homeowner: (Now under Non-standard Homeowner or Rental Dwellings)	05/17/2011; 10/27/2009; 10/06/2009; 08/04/2009; 01/06/2009; 12/09/2008; 10/21/2008; 09/16/2008; 08/12/2008; 06/17/2008; 6/03/2008
Collector Car:	07/05/2016; 02/09/2016; 10/20/2015; 05/26/2015; 02/10/2015; 12/02/2014; 07/29/2014; 04/08/2014; 07/16/2013; 02/05/2013; 12/04/2012; 02/14/2012; 09/7/2010
Commercial Auto Policy:	10/18/2011; 09/27/2011; 06/07/2011; 05/10/2011; 05/03/2011; 03/29/2011; 02/01/2011; 11/02/2010; 10/12/2010; 09/21/2010; 08/11/2009; 08/22/2006
Commercial Auto - Travelers Select:	10/18/2011; 09/27/2011; 06/07/2011; 05/10/2011; 05/03/2011; 03/29/2011; 02/01/2011; 11/02/2010; 10/12/2010; 09/21/2010
Commercial Builders Risks:	08/22/2006; 07/25/2006; 07/18/2006
Commercial Lessors Risks:	06/09/2015; 12/09/2014; 10/21/2014; 08/26/2014; 07/08/2014; 05/20/2014; 10/22/2013; 09/24/2013; 05/25/2013; 04/30/2013; 03/19/2013
Commercial Package:	06/10/2008; 10/02/2007; 08/21/2007; 02/06/2007; 04/24/2007; 05/22/2007; 02/06/2007; 09/12/2006; 08/22/2006; 07/25/2006; 06/27/2006; 06/06/2006
Community Banks:	08/30/2016; 06/28/2016; 04/26/2016; 02/23/2016; 12/01/2015; 09/22/2015; 05/12/2015; 03/03/2015; 11/26/2013; 06/04/2013; 01/29/2013; 08/31/2010; 04/20/2010; 04/13/2010; 10/20/2009; 08/18/2009; 06/30/2009; 05/19/2009; 05/12/2009; 03/31/2009; 03/24/2009; 02/24/2009; 02/17/2009; 04/22/2008; 02/05/2008; 10/30/2007; 10/16/2007; 08/21/2007; 02/13/2007; 05/08/2007; 11/14/2006; 01/16/2007; 04/10/2007; 05/29/2007; 08/15/2006;

	08/01/2006; 06/13/2006; 03/14/2006; 03/07/2006; 09/13/2005; 07/12/2005; 02/14/2006; 01/17/2006; 04/08/2003; 06/10/2003; 11/11/2003; 07/13/2004; 08/24/2004; 11/09/2004; 01/18/2005; 03/22/2005
Condo Pac - Travelers Select:	06/21/2011; 12/14/2010
Corporate/LLC Owned Homeowner: (Now under <i>Non-standard Homeowner or Rental Dwellings</i>)	10/27/2009; 10/06/2009; 08/04/2009; 01/06/2009; 12/09/2008; 10/21/2008; 09/16/2008; 08/12/2008; 07/08/2008; 06/03/2008
Contractor Bonds:	10/20/2009; 09/01/2009; 06/30/2009; 05/19/2009; 04/21/2009
Contractors Pac - Travelers Select:	09/27/2011; 08/16/2011; 01/18/2011; 12/07/2010
Coverage Corner Feature:	09/25/2012; 03/27/2012; 10/20/2009; 09/29/2009; 08/11/2009; 07/14/2009; 06/09/2009; 12/16/2008; 09/30/2008; 07/08/2008; 05/20/2008; 12/18/2007; 05/22/2007; 04/18/2006; 04/11/2006; 10/11/2005; 08/23/2005; 05/17/2005; 06/14/2005
CrossSellNOW:	10/27/2009; 07/14/2009; 06/09/2009
Cyber Liability	11/10/2015; 07/14/2015; 02/24/2015; 10/14/2014; 06/10/2014; 10/01/2013; 07/02/2013; 04/09/2013; 12/04/2012; 08/21/2012; 05/22/2012
Design Pros - RLI:	06/28/2016; 05/10/2016
DirectMailNOW:	10/27/2009; 10/13/2009; 09/29/2009; 09/01/2009; 08/04/2009; 07/14/2009; 06/23/2009; 06/09/2009
DocuSign:	04/19/2016; 02/23/2016; 12/29/2015; 12/22/2015; 12/01/2015; 11/24/2015; 10/20/2015; 07/07/2015; 06/02/2015; 03/31/2015; 02/17/2015; 12/16/2014; 12/02/2014; 09/09/2014; 07/29/2014; 07/15/2014; 05/27/2014; 02/11/2014; 01/21/2014; 01/07/2014; 11/05/2013; 10/01/2013; 09/17/2013
Eagle Agency:	03/03/2009; 12/02/2008; 11/18/2008; 09/23/2008; 08/05/2008
Eagle MetLife Auto & Home:	09/09/2008
Electronic Funds Transfer (EFT):	09/03/2013
Employment Practices Liability:	06/14/2016; 03/22/2016; 05/07/2013; 11/22/2011; 10/11/2011; 07/26/2011; 01/25/2011; 09/21/2010; 08/03/2010; 03/23/2010; 02/17/2009; 01/13/2009; 06/17/2008; 12/18/2007; 04/24/2007; 05/29/2007
Environmental Impairment/Pollution	02/09/2016; 04/08/2014; 11/27/2012; 10/23/2012; 08/28/2012; 08/07/2012; 04/03/2012; 06/08/2010
E&O / Compliance Tips / E&O Happens:	08/09/2016; 08/02/2016; 05/31/2016; 04/12/2016; 03/15/2016; 01/12/2016; 04/21/2015; 03/03/2015; 02/03/2015; 01/20/2015; 01/13/2015; 11/04/2014; 10/07/2014; 09/23/2014; 02/04/2014; 10/15/2013; 08/13/2013; 07/23/2013; 07/16/2013; 04/28/2009; 07/17/2007; 12/13/2005; 08/24/2004
Event Liability - Philadelphia: (Discontinued)	11/10/2015; 07/14/2015; 04/21/2015; 01/27/2015; 11/18/2014; 09/23/2014; 05/27/2014; 05/06/2014; 03/18/2014; 12/10/2013; 10/01/2013; 07/02/2013; 11/20/2012; 09/04/2012; 07/03/2012; 05/29/2012; 03/06/2012; 11/29/2011; 10/18/2011; 10/11/2011; 06/28/2011; 06/07/2011; 03/29/2011; 04/20/2010; 02/02/2010; 08/18/2009; 08/11/2009; 06/09/2009; 04/14/2009; 03/10/2009; 02/10/2009; 01/20/2009; 12/09/2008; 11/11/2008; 10/28/2008; 09/30/2008; 07/29/2008; 04/29/2008
Excess Flood:	09/21/2010; 06/08/2010; 05/05/2009; 02/10/2009; 03/25/2008; 02/12/2008
FedEx	07/30/2013; 05/21/2013; 04/16/2013; 02/12/2013; 12/18/2012; 11/20/2012; 11/24/2009
Fidelity & Crime Program	08/02/2016; 07/26/2011; 01/25/2011; 03/23/2010; 03/09/2010
Financial Advisors Professional Liability:	10/18/2011; 03/31/2009; 01/20/2009; 03/18/2008; 01/08/2008; 11/13/2007; 03/13/2007
Flood:	07/26/2016; 06/14/2016; 04/26/2016; 03/29/2016; 02/02/2016; 01/05/2016; 12/01/2015; 11/10/2015; 10/06/2015; 09/08/2015; 08/18/2015; 06/23/2015; 03/10/2015; 01/27/2015; 12/09/2014; 10/14/2014; 08/12/2014; 07/01/2014; 05/20/2014; 05/06/2014; 04/15/2014; 02/25/2014; 01/14/2014; 09/03/2013; 08/20/2013; 06/04/2013; 03/26/2013; 03/12/2013; 02/26/2013; 02/05/2013; 11/06/2012; 10/16/2012; 04/17/2012; 02/21/2012; 09/13/2011; 08/09/2011; 07/19/2011; 05/31/2011; 04/12/2011; 03/01/2011; 11/02/2010; 10/19/2010;

	08/31/2010; 07/13/2010; 06/15/2010; 05/04/2010; 04/06/2010; 03/23/2010; 03/16/2010; 01/26/2010; 12/15/2009; 11/10/2010; 09/15/2009; 07/14/2009; 06/23/2009; 05/12/2009; 05/05/2009; 04/28/2009; 03/17/2009; 03/10/2009; 03/03/2009; 02/10/2009; 01/06/2009; 10/28/2008; 09/02/2008; 08/12/2008; 07/22/2008; 07/15/2008; 05/27/2008; 04/01/2008; 02/12/2008; 12/11/2007; 10/23/2007; 09/25/2007; 09/04/2007; 08/21/2007; 08/14/2007; 07/17/2007; 06/05/2007; 05/01/2007; 04/03/2007; 02/27/2007; 01/23/2007; 12/26/2006; 11/28/2006; 08/15/2006; 06/27/2006; 05/16/2006; 04/04/2006; 03/21/2006; 01/17/2006; 11/22/2005; 11/15/2005; 09/06/2005; 07/26/2005; 04/12/2005; 03/08/2005; 01/25/2005; 10/26/2004; 10/19/2004; 09/14/2004; 06/22/2004; 06/15/2004; 10/28/2003; 08/05/2003; 06/24/2003; 03/25/2003
Flood Rollover Process:	11/28/2006; 06/07/2005; 07/26/2005; 04/19/2005; 06/14/2005
FloodSmart Award:	05/05/2009
Frequently Asked Questions / Using Big "I" Markets:	04/12/2016; 04/28/2015; 03/24/2015; 04/22/2014; 07/30/2013; 12/18/2012; 09/18/2012; 02/21/2012; 07/28/2009; 02/19/2008; 08/29/2006; 07/25/2006; 01/10/2006; 08/30/2005; 01/05/2005; 04/26/2005
Garage Pac - Travelers Select:	07/17/2012; 06/07/2011; 03/08/2011
Habitational - Apartment Program:	05/24/2016; 01/19/2016; 12/22/2015; 09/29/2015; 07/07/2015; 04/14/2015; 03/24/2015; 02/10/2015; 01/06/2015; 07/22/2014; 06/10/2014; 05/06/2014; 04/08/2014; 03/25/2014; 02/04/2014; 12/10/2013; 11/05/2013; 09/17/2013; 07/30/2013; 06/18/2013; 05/14/2013; 03/26/2013; 01/15/2013; 01/19/2012; 09/25/2012; 09/11/2012; 06/19/2012; 05/15/2012; 03/20/2012; 02/28/2012; 01/17/2012; 01/03/2012; 12/20/2011; 11/01/2011; 10/18/2011; 09/27/2011; 09/20/2011; 09/13/2011; 08/30/2011; 08/23/2011; 07/12/2011; 06/28/2011; 06/07/2011; 03/29/2011; 03/15/2011; 02/22/2011; 02/15/2011; 02/08/2011; 10/26/2010; 09/21/2010; 08/17/2010; 08/10/2010; 07/13/2010; 06/29/2010; 01/19/2010; 12/22/2009; 12/08/2009; 11/17/2009; 11/10/2009; 10/13/2009; 10/06/2009; 08/11/2009; 07/28/2009; 07/21/2009; 07/14/2009; 07/07/2009; 06/09/2009; 05/19/2009; 04/14/2009; 03/24/2009; 03/03/2009; 02/03/2009; 01/27/2009; 01/20/2009; 01/13/2009; 01/06/2009; 12/09/2008; 11/11/2008; 11/04/2008; 10/21/2008; 10/14/2008; 10/07/2008; 09/30/2008; 09/23/2008; 09/02/2008; 08/05/2008; 05/13/2008; 05/06/2008
Habitational - Condo & Homeowner Associations:	07/26/2016; 05/24/2016; 12/22/2015; 04/14/2015; 03/24/2015; 02/10/2015; 01/06/2015; 11/11/2014; 07/22/2014; 06/10/2014; 05/06/2014; 04/08/2014; 03/25/2014; 02/04/2014; 12/10/2013; 11/05/2013; 09/17/2013; 07/30/2013; 06/18/2013; 05/14/2013; 03/26/2013; 05/15/2012; 04/10/2012; 03/20/2012; 02/28/2012; 01/03/2012; 12/20/2011; 10/04/2011; 09/27/2011; 09/20/2011; 09/13/2011; 08/30/2011; 07/12/2011; 06/28/2011; 03/29/2011; 07/13/2010; 01/19/2010; 12/22/2009; 12/08/2009; 10/06/2009; 09/29/2009; 09/08/2009; 08/11/2009; 07/28/2009; 07/21/2009; 07/14/2009; 07/07/2009; 06/09/2009; 03/24/2009; 03/03/2009; 01/27/2009; 01/20/2009; 01/13/2009; 01/06/2009; 12/09/2008; 11/11/2008; 11/04/2008; 10/21/2008; 10/14/2008; 10/07/2008; 09/30/2008; 09/23/2008; 09/02/2008; 08/05/2008; 05/20/2008; 05/06/2008
Habitational - Vacation Income Property:	05/15/2012; 02/28/2012; 12/20/2011; 09/27/2011; 07/13/2010; 04/06/2010; 01/19/2010; 12/22/2009; 12/08/2009; 08/11/2009; 07/28/2009; 07/21/2009; 07/14/2009; 07/07/2009; 06/09/2009; 01/20/2009; 01/13/2009; 01/06/2009; 12/09/2008; 11/11/2008; 11/04/2008; 10/21/2008; 10/14/2008; 10/07/2008; 09/30/2008; 09/23/2008; 09/02/2008; 08/05/2008; 05/06/2008
Highly Protected Risks:	12/30/2014; 04/29/2014; 12/17/2013; 10/04/2011
Host Liquor Liability:	12/09/2003
How to add users/licenses to Big "I" Markets:	12/04/2007; 03/06/2007; 08/09/2005; 12/21/2004
Hurricane instruction (Flood):	10/30/2012; 09/15/2009; 04/28/2009; 06/05/2007; 08/01/2006; 06/27/2006; 06/14/2005; 09/16/2003; 09/21/2004; 04/12/2005
Identity Theft:	01/25/2011; 02/15/2005; 03/29/2005; 05/03/2005
InsurBanc:	08/16/2016; 05/24/2016; 03/08/2016; 01/19/2016; 10/13/2015; 08/04/2015; 07/14/2015; 03/17/2015; 08/12/2014; 07/01/2014; 06/03/2014; 05/13/2014; 11/05/2013; 08/06/2013; 07/30/2013; 07/02/2013; 02/19/2013; 01/29/2013; 10/20/2009
Insurance Industry News	04/26/2016; 11/26/2013; 10/02/2012; 09/11/2012; 08/21/2012; 07/24/2012; 07/17/2012; 07/10/2012; 10/19/2004

Insurance Company Professional & Business Insurance:	03/06/2012; 12/13/2011
International Advantage - Chubb: (Previously ACE)	06/07/2016; 01/19/2016; 10/13/2015; 08/11/2015; 04/14/2015; 03/17/2015; 09/02/2014; 07/08/2014; 03/11/2014; 11/19/2013; 05/27/2013; 11/13/2012
InVEST:	06/21/2016; 06/30/2015
Jewelry - RLI:	07/05/2016; 05/24/2016; 04/05/2016;
Just for Fun:	12/22/2015; 11/24/2015; 12/23/2014; 11/25/2014; 04/01/2014; 12/24/2013; 04/01/2008
Kaizen:	01/30/2007; 04/17/2007
LeadsNOW	09/29/2009; 08/04/2009; 07/28/2009; 07/14/2009; 06/09/2009
Life Insurance and LTC - Crump (Previously LifeSource)	04/05/2016; 09/29/2015; 08/11/2015; 03/18/2014; 01/28/2014; 12/17/2013; 09/17/2013; 08/27/2013; 04/30/2013; 04/02/2013; 02/12/2013; 11/13/2012; 10/23/2012; 09/28/2010; 08/24/2010; 04/13/2010
Loss Control:	12/10/2013; 11/19/2013; 10/08/2013; 11/04/2008
Management Consultants:	05/17/2005
ManageNOW:	07/14/2009; 06/09/2009
Marine Insurance - Chubb (PWC, Small Boats, Yachts & Mega-Yachts): (Previously ACE)	06/28/2016; 10/20/2015; 08/18/2015; 06/09/2015; 03/31/2015; 10/07/2014; 07/01/2014; 03/18/2014; 11/12/2013; 08/27/2013; 05/21/2013; 02/26/2013; 07/24/2012; 07/03/2012; 05/29/2012; 01/24/2012; 12/13/2011; 11/15/2011
Markel Outdoors – Dude Ranch: (Discontinued)	11/16/2010; 08/17/2010; 09/22/2009; 06/09/2009; 06/02/2009; 04/07/2009; 11/04/2008; 10/21/2008; 10/14/2008
Markel Outdoors - Hunting & Fishing Lodges and Plantations: (Discontinued)	07/07/2015; 04/21/2015; 09/23/2014; 01/14/2014; 07/05/2011; 11/16/2010; 08/17/2010; 05/04/2010; 09/22/2009; 06/09/2009; 06/02/2009; 04/07/2009; 11/11/2008; 11/04/2008; 10/21/2008; 10/14/2008
Markel Outdoors - Outfitters & Guides: (Discontinued)	07/07/2015; 04/21/2015; 09/23/2014; 01/14/2014; 07/05/2011; 11/16/2010; 08/17/2010; 09/22/2009; 06/09/2009; 06/02/2009; 04/07/2009; 03/17/2009; 11/04/2008; 10/21/2008; 10/14/2008
Markel Outdoors - Rod & Gun Clubs: (Discontinued)	07/07/2015; 04/21/2015; 09/23/2014; 01/14/2014; 07/05/2011; 11/16/2010; 08/17/2010; 09/22/2009; 06/09/2009; 06/02/2009; 04/07/2009; 11/04/2008; 10/21/2008; 10/14/2008
Marketing Angle:	01/24/2012; 09/29/2009; 06/09/2009; 11/08/2005; 10/11/2005; 08/23/2005; 08/09/2005; 07/26/2005
Member Marketing Activity Center: MMAC:	01/08/2013; 08/07/2012; 02/28/2012; 01/10/2012; 06/14/2011; 01/25/2011; 01/18/2011; 10/19/2010; 10/05/2010; 01/12/2010; 01/05/2010; 12/29/2009; 12/08/2009; 10/27/2009; 10/13/2009; 09/29/2009; 09/22/2009; 09/01/2009; 08/04/2009; 07/28/2009; 07/21/2009; 07/14/2009; 06/23/2009; 06/16/2009; 06/09/2009; 03/03/2009
Misc. Professional Liability - Philadelphia:	03/01/2016; 09/01/2015; 02/03/2015; 06/17/2014; 12/06/2011; 07/26/2011; 01/11/2011; 03/28/2006; 07/08/2003; 10/28/2003; 07/27/2004; 05/17/2005
Misc. Professional Liability - Wrap+:	01/25/2011; 01/13/2009; 01/18/2005
Non-profit D&O:	11/17/2015; 05/12/2015; 07/22/2014; 08/24/2010; 01/13/2009; 11/27/2007; 06/26/2007; 03/28/2006; 11/29/2005; 11/08/2005; 11/23/2004; 12/07/2004; 12/14/2004; 01/18/2005
Non-Standard Condominium: (Now under Non-standard Condominium Unit Owner)	03/19/2013; 09/14/2010; 10/06/2009; 08/04/2009; 01/06/2009; 12/09/2008; 10/21/2008; 09/16/2008; 08/12/2008; 06/03/2008
Non-Standard Condominium Unit Owner:	09/30/2014
Non-Standard Homeowners or Rental Dwelling:	08/23/2016; 06/21/2016; 04/19/2016; 11/17/2015; 08/25/2015; 05/26/2015; 03/03/2015; 11/18/2014; 09/30/2014; 11/12/2013; 09/03/2013; 05/21/2013; 03/19/2013; 01/01/2013; 08/14/2012; 11/01/2011; 10/18/2011; 09/27/2011; 09/13/2011; 07/05/2011; 06/07/2011; 05/03/2011; 03/29/2011; 03/01/2011; 11/23/2010; 11/02/2010; 09/21/2010; 09/14/2010; 07/13/2010; 03/30/2010; 01/05/2010; 10/06/2009; 08/04/2009; 01/06/2009; 12/09/2008; 11/04/2008; 10/21/2008; 09/16/2008; 08/12/2008; 07/29/2008; 06/03/2008
Non-Standard Rental Dwelling:	03/19/2013; 10/18/2011; 09/14/2010; 10/27/2009; 10/06/2009; 08/04/2009; 02/24/2009;

(Now under <i>Non-standard Homeowner or Rental Dwellings</i>)	01/06/2009; 12/09/2008; 10/21/2008; 09/16/2008; 08/12/2008; 07/08/2008: 06/03/2008
Non-Standard Renters:	09/30/2014; 09/14/2010; 10/27/2009; 10/06/2009; 08/04/2009; 01/06/2009; 12/09/2008; 10/21/2008; 09/16/2008; 08/12/2008; 06/03/2008
Office Pac - Travelers Select:	08/16/2016; 06/23/2015; 06/02/2015; 09/16/2014; 08/05/2014; 06/17/2014; 05/13/2014; 03/25/2014; 02/18/2014; 01/21/2014; 11/26/2013; 01/22/2013; 09/18/2012; 09/27/2011; 06/21/2011; 03/29/2011; 06/22/10
Parting Shot: (Penned by Paul Buse, President of Big I Advantage)	08/23/2016; 08/02/2016; 07/26/2016; 07/19/2016; 07/05/2016; 06/28/2016; 06/21/2016; 06/07/2016; 05/31/2016; 05/24/2016; 05/10/2016; 05/03/2016; 04/26/2016; 04/12/2016; 04/05/2016; 03/29/2016; 03/15/2016; 03/08/2016; 03/01/2016; 02/16/2016; 02/09/2016; 01/19/2016; 01/12/2016; 01/05/2016; 12/22/2015; 12/15/2015; 12/08/2015; 11/24/2015; 11/17/2015; 11/10/2015; 10/27/2015; 10/13/2015; 09/29/2015; 09/22/2015; 09/15/2015; 09/01/2015; 08/25/2015; 08/18/2015; 08/11/2015; 08/04/2015; 07/21/2015; 07/14/2015; 07/07/2015; 06/30/2015; 06/16/2015; 06/09/2015; 06/02/2015; 05/19/2015; 05/12/2015; 04/28/2015; 04/14/2015; 04/07/2015; 03/24/2015; 03/17/2015; 03/10/2015; 02/24/2015; 02/17/2015; 02/10/2015; 11/25/2014; 11/18/2014; 11/11/2014; 10/28/2014; 10/21/2014; 10/14/2014; 09/30/2014; 09/23/2014; 09/16/2014; 09/02/2014; 08/26/2014; 08/12/2014; 08/05/2014; 07/29/2014; 07/15/2014; 07/08/2014
Performance Bonds:	09/01/2009; 06/30/2009; 05/19/2009; 04/21/2009
Personal Builders Risk: (Now under <i>Non-standard Homeowner or Rental Dwellings</i>)	10/27/2009; 10/06/2009; 08/04/2009; 03/24/2009; 01/06/2009; 12/09/2008; 10/21/2008; 09/16/2008; 08/12/2008; 07/22/2008; 06/03/2008
Personal Umbrella:	07/19/2016; 05/31/2016; 01/12/2016; 10/06/2015; 07/28/2015; 05/26/2015; 05/05/2015; 01/13/2015; 11/04/2014; 06/24/2014; 02/04/2014; 11/19/2013; 07/23/2013; 07/09/2013; 04/30/2013; 01/22/2013; 11/20/2012; 09/11/2012; 05/22/2012; 01/10/2012; 09/06/2011; 07/26/2011; 07/05/2011; 06/07/2011; 03/08/2011; 01/11/2011; 12/21/2010; 07/27/2010; 07/06/2010; 04/27/2010; 04/20/2010; 03/02/2010; 02/16/2010; 12/08/2009; 09/22/2009; 09/01/2009; 05/26/2009; 04/21/2009; 03/03/2009; 01/29/2008; 01/20/2009; 01/06/2009; 12/30/2008; 12/23/2008; 12/02/2008; 10/07/2008; 09/30/2008; 07/17/2007; 01/16/2007; 01/23/2007; 12/26/2006; 07/11/2006; 01/17/2006; 12/13/2005; 11/15/2005; 07/05/2005; 06/14/2005; 06/07/2005; 06/29/2004; 06/07/2005; 06/14/2005
Product Development Survey Results:	03/03/2009; 05/15/2007; 12/19/2006; 01/24/2006; 10/04/2005; 07/19/2005; 08/10/2004
Product Guide:	09/30/2014; 06/12/2012
Product Resources:	11/06/2007
Property Managers E&O:	10/11/2011
Prospecting & Retention Tips:	02/10/2015; 08/14/2012; 06/26/2012; 06/19/2012; 06/05/2012; 05/15/2012; 05/01/2012; 04/10/2012; 03/20/2012; 10/13/2009; 09/29/2009; 09/22/2009; 09/15/2009; 06/23/2009; 06/16/2009; 06/09/2009; 03/17/2009; 05/27/2008; 04/22/2008; 05/20/2003
ProspectNOW:	10/13/2009; 09/29/2009; 09/01/2009; 07/28/2009; 07/14/2009; 06/16/2009; 06/09/2009; 03/03/2009
Real Estate Agents E&O:	02/23/2016; 09/22/2015; 06/02/2015; 04/07/2015; 02/17/2015; 10/28/2014; 08/12/2014; 10/09/2012; 10/11/2011; 07/26/2011; 07/19/2011; 01/18/2011; 01/11/2011; 07/20/2010; 07/13/2010; 02/23/2010; 11/24/2009; 08/25/2009; 08/11/2009; 05/26/2009; 03/31/2009; 03/10/2009; 12/16/2008; 01/08/2008; 03/27/2007; 12/11/2007; 11/20/2007; 10/30/2007; 09/11/2007; 08/14/2007; 12/12/2006; 04/17/2007; 06/12/2007; 08/29/2006; 05/30/2006; 03/14/2006; 03/07/2006; 02/21/2006; 02/14/2006; 01/17/2006; 04/08/2003; 06/24/2003; 01/18/2005
Recreational Vehicles:	08/09/2016; 04/05/2016; 02/02/2016; 10/27/2015; 08/04/2015; 03/31/2015; 01/06/2015; 06/03/2014; 04/23/2013; 01/18/2011; 04/27/2010; 06/09/2009; 06/02/2009; 06/03/2008; 05/13/2008; 04/08/2008; 03/11/2008; 09/18/2007; 07/31/2007; 05/29/2007; 09/05/2006; 07/11/2006; 05/30/2006; 05/23/2006; 05/02/2006; 03/07/2006; 07/26/2005; 03/09/2004; 06/22/2004; 07/20/2004; 01/18/2005; 02/08/2005
Relationship selling & branding:	06/11/2013; 10/06/2009; 06/09/2009; 04/05/2005
Religion Pac - Travelers Select:	10/18/2011

Restaurant Fine Dining and More - Fireman's Fund:	07/31/2012; 06/26/2012; 12/06/2011
Restaurant Pac - Travelers Select:	08/25/2015; 11/06/2012; 02/28/2012; 10/18/2011; 05/24/2011; 02/15/2011
Retain NOW:	09/29/2009; 07/14/2009; 06/09/2009
Retirement Planning:	08/30/2016; 04/28/2015; 10/21/2014; 04/01/2014; 03/11/2014; 10/22/2013; 07/30/2013; 06/04/2013; 03/26/2013; 01/15/2008; 03/27/2007; 10/23/2007; 07/31/2007
Seasonal Homeowner: (Now under Non-standard Homeowner or Rental Dwellings)	10/18/2011; 10/27/2009; 10/06/2009; 08/04/2009; 01/06/2009; 12/09/2008; 10/21/2008; 09/16/2008; 08/12/2008; 07/01/2008; 06/03/2008
Self-Improvement Tips:	02/19/2013; 09/18/2012; 09/04/2012; 07/31/2012; 06/12/2012; 04/03/2012; 02/14/2012; 02/07/2012
Senior Housing Apartment Program:	10/13/2009 12/20/2011; 08/11/2009; 07/21/2009; 07/14/2009; 07/07/2009; 06/09/2009; 03/03/2009
Specialty Markets:	02/03/2009; 08/17/2004
Stand-alone Fine Art & Valuable Articles (Personal & Commercial):	08/09/2016; 06/07/2016; 05/03/2016; 09/29/2015; 06/16/2015; 02/17/2015; 12/23/2014; 12/02/2014; 09/09/2014; 07/29/2014; 06/10/2014; 04/29/2014; 03/04/2014; 01/07/2014; 10/15/2013; 09/10/2013; 04/09/2013; 02/12/2013; 10/16/2012; 07/24/2012; 06/05/2012; 05/01/2012; 02/14/2012; 12/20/2011; 09/27/2011; 06/07/2011; 03/15/2011; 10/12/2010; 07/13/2010; 06/29/2010; 06/01/2010; 05/25/2010
Store Pac - Travelers Select:	09/16/2014; 08/05/2014; 06/17/2014; 05/13/2014; 03/25/2014; 02/18/2014; 01/21/2014; 09/18/2012; 10/18/2011; 06/21/2011; 04/19/2011; 11/16/10
Student Housing Apartment Program:	12/20/2011; 09/28/2010; 08/11/2009; 07/21/2009; 07/14/2009; 07/07/2009; 06/09/2009; 04/14/2009; 04/07/2009; 03/24/2009; 03/03/2009; 01/06/2009; 06/24/2008
Surety Bonds:	01/12/2016; 12/22/2015; 07/28/2015; 05/05/2015; 01/20/2015; 12/16/2014; 10/28/2014; 09/09/2014; 10/20/2009; 09/01/2009; 06/30/2009; 05/19/2009; 04/21/2009
Technology Consultants E&O:	11/10/2015; 06/16/2015; 04/14/2009; 01/08/2008; 03/27/2007
Technology Office Pac - Travelers:	06/14/2016; 11/11/2014; 09/16/2014; 08/05/2014; 06/17/2014; 05/13/2014; 03/25/2014; 02/18/2014; 01/21/2014; 09/18/2012
Tips of the Trade:	05/17/2016; 11/03/2015; 06/09/2015; 11/25/2014; 10/28/2014; 06/11/2013; 05/27/2013; 09/22/2009; 02/19/2008; 12/18/2007; 09/18/2007; 08/29/2006; 06/21/2005
Top Products:	12/29/2015; 01/21/2014; 06/18/2013; 04/02/2013; 01/01/2013; 12/11/2012; 11/27/2012; 10/02/2012; 09/04/2012; 07/10/2012; 06/26/2012; 06/12/2012; 05/01/2012; 03/27/2012; 02/07/2012; 07/07/2004; 11/02/2004
Travel Insurance:	07/12/2016; 05/17/2016; 03/15/2016; 08/18/2015; 05/19/2015; 01/27/2015; 10/21/2014; 09/02/2014; 01/07/2014; 10/22/2013; 10/15/2013; 09/10/2013; 04/23/2013; 10/23/2012; 08/28/2012; 04/24/2012; 01/17/2012; 11/29/2011; 11/08/2011; 05/03/2011; 04/19/2011; 04/05/2011; 07/21/2009
Travelers Select Accounts: (Business Pac, Store Pac, Garage Pac, Contractor Pac, Apartment Pac, Building Pac, Technology Office Pac, Religious Pac)	02/09/2016; 01/26/2016; 12/08/2015; 06/23/2015; 06/02/2015; 03/17/2015; 12/30/2014; 11/11/2014; 09/16/2014; 08/05/2014; 06/17/2014; 05/13/2014; 03/25/2014; 02/18/2014; 01/21/2014; 10/29/2013; 03/26/2013; 07/31/2012; 11/01/2011; 10/25/2011; 10/18/2011; 09/27/2011; 09/13/2011; 09/06/2011; 08/09/2011; 07/26/2011; 07/05/2011; 06/21/2011; 06/07/2011; 05/03/2011; 04/19/2011; 03/29/2011; 03/08/2011; 02/01/2011; 12/21/2010; 12/14/2010; 12/07/2010; 11/16/2010; 11/02/2010; 10/12/2010; 09/28/2010; 06/22/2010; 06/15/2010; 06/08/2010; 06/01/2010
TravPay:	08/13/2013
Trusted Choice®:	08/19/2014; 10/26/2010; 10/05/2010; 03/03/2009; 01/27/2009; 12/23/2008; 10/14/2008; 08/15/2006; 07/25/2006; 06/28/2005; 01/25/2005; 06/28/2005
Uninsured/Underinsured Motorist Information:	01/13/2015; 02/11/2014; 01/22/2013
Unprotected Homeowner: (Now under Non-standard Homeowner or Rental Dwellings)	10/27/2009; 10/06/2009; 08/04/2009; 01/06/2009; 12/09/2008; 10/21/2008; 09/16/2008; 08/12/2008; 06/03/2008
Unsupported Secondary	10/27/2009; 10/06/2009; 08/04/2009; 01/06/2009; 12/09/2008; 10/21/2008; 09/16/2008;

Homeowner: (Now under Non-standard Homeowner or Rental Dwellings)	08/12/2008; 07/01/2008; 06/03/2008
UPS:	07/12/2016; 03/01/2016; 11/17/2015; 09/22/2015; 05/12/2015; 02/24/2015; 12/09/2014; 09/16/2014; 06/24/2014; 04/15/2014; 02/18/2014
Vacant Dwelling: (Now under Vacant Dwelling - Non-standard)	05/17/2011; 01/18/2011; 10/27/2009; 10/06/2009; 08/25/2009; 08/18/2009; 08/04/2009; 06/30/2009; 06/09/2009; 05/19/2009; 05/05/2009; 04/14/2009; 03/24/2009; 02/24/2009; 02/17/2009; 01/27/2009; 01/06/2009; 12/09/2008; 10/21/2008; 09/16/2008; 08/26/2008; 08/12/2008; 07/15/2008; 06/10/2008; 06/03/2008
Vacant Dwelling - Non-standard	09/30/2014; 09/30/2014
Vacant Property Program: Admitted (Personal or Commercial)	12/20/2011; 11/15/2011; 08/30/2011; 03/29/2011; 01/18/2011; 08/25/2009; 08/18/2009; 06/30/2009; 06/09/2009; 05/05/2009; 04/14/2009; 03/24/2009; 02/17/2009; 01/27/2009; 01/06/2009
Virtual Risk Consultant (VRC):	12/15/2015; 03/10/2015; 07/22/2014; 03/04/2014; 10/29/2013; 09/24/2013; 06/25/2013; 05/14/2013; 10/18/2011; 08/30/2011; 03/15/2011; 01/18/2011; 01/11/2011; 03/30/2010; 02/23/2010; 12/01/2009
Virtual University:	01/05/2016; 06/16/2015; 05/05/2015; 03/24/2015; 10/28/2014; 08/26/2014; 07/08/2014; 08/11/2009; 07/14/2009; 06/23/2009; 02/10/2009; 12/16/2008; 09/30/2008; 09/16/2008; 06/17/2008; 11/27/2007
Workers Compensation Policy:	11/02/2010; 10/12/2010; 09/21/2010; 09/14/2010; 08/11/2009; 09/04/2007; 08/22/2006; 08/01/2006; 06/20/2006
Workers Compensation - Travelers Select:	07/26/2016; 05/03/2016; 03/01/2016; 08/04/2015; 10/18/2011; 09/27/2011; 09/06/2011; 08/09/2011; 07/26/2011; 05/03/2011; 09/14/2010
Wrap+ Executive Liability:	04/12/2016; 12/08/2015; 06/30/2015; 01/20/2015; 10/07/2014; 04/15/2014; 12/03/2013; 06/11/2013; 01/29/2013; 10/09/2012; 04/10/2012; 11/22/2011; 07/26/2011; 06/14/2011; 04/26/2011; 02/01/2011; 01/25/2011; 08/31/2010; 05/11/2010; 09/08/2009; 03/31/2009; 02/17/2009; 02/26/2008; 01/13/2009; 11/27/2007; 02/13/2007; 09/26/2006; 11/07/2006; 05/08/2007; 04/11/2006

WEBINARS

Remember that you can view the following webinars 24/7 by checking out the BIM Webinar Library. To do that log onto Big "I" Markets and click on "Publications".

- TravPay
- Commercial Lessor's Risk
- Affluent Homeowners
- Travelers Select Products (series)
- Travel Insurance
- Community Banks
- Affluent Homeowner
- Real Estate E&O
- RLI Personal Umbrella
- "Oh, by the way...Flood Sale"
- Habitational
- Student Housing

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BIM WEBSITE TRAINING WEBINAR

For all you folks who recently registered for Big "I" Markets, remember you can participate in a webinar from the comfort of your office to help you learn how to navigate around the system. Every Thursday at 2:00 p.m. EDT we'll show you how to navigate the Big "I" Markets platform, including how to submit a quote! A recording of this webinar can be found under "Publications" after logging into Big "I" Markets.

- Thursday, September 1 @ 2 p.m. EDT
- Thursday, September 8 @ 2 p.m. EDT

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New DocuSign Webinar Series Beginning 8/30*Digital Insurance: The Benefits of Digitizing Workflows - Part 2 of 3*

DocuSign and IIABA (The Big I) have partnered to bring you a 3 part webinar series on Digital Insurance. The digital workplace is the new workplace. Digitizing your business allows you to do service customers and sign new policies anytime, anywhere on any device. You no longer need to wait until you get back to the office to "fax the form over". By digitizing your workforce, you can better serve customers and sign more new policies Don't wait, register today for part 2 of this 3-part series and learn how other insurance agents and brokers are using DocuSign to improve workflows.

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Date: September 20, 2016**Time:** 10:00AM PDT / 1:00PM EDT**Duration:** 30 Minutes

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Big "I" Virtual University Webinars

Don't miss the following education opportunities provided from the Big "I" Virtual University experts that focus on topics agents need to know to make a smart start in 2016. For more information, contact national staff.

- **September 12. "First Monday LIVE!"** is a free monthly webcast hosted by the VU's own Bill Wilson and guests on the first Monday of the month to discuss the wide world of insurance from seemingly non-insurance topics. Each 30-minute webisode covers "what's going on" in the news and the implications. The August broadcast is in development as subject matter is explored. Click here to learn more and register and here to access the recordings.
- **October 27. "NFIP: Change, Chaos and Confusion"** In this two-hour session, David Thompson of the Florida Association of Insurance Agents teams up with Chris Heidrick of Heidrick and Company in Sanibel Island, Florida to bring you up to speed on where we were and (as best as anyone knows) where the NFIP is going. Subjects such as subsidized rates, grandfathering, refunds, surcharges, lapses, and the ever-popular robust private flood insurance market will be discussed. Click here to learn more and register.

LAST WEEK'S MOST CLICKED LINKS

Here are the top three items that got BIM agents clicking from our last edition... see what you missed!

1. Chubb - H₂O Damage Defense
2. Chubb - 24/7 Smart Home Protection
3. EPLI - Things That Should Never Be Said

BIG "I" MARKETS SALE OF THE WEEK

Congratulations to our agent in New Jersey on a non-standard homeowner sale of **\$3,221** in premium!