

CONTRACTORS OF THE FUTURE, READ THE LATEST BIG I ADVANTAGE® NEWSLETTER NOW, & LIGHTS, CAMERA, UMBRELLA!

Contractors Of The Future

On an episode of *The Jetsons* a large flying machine plopped down on a spot of land and in a matter of a few seconds built a skyscraper. Mr. Spacely watched the construction and commented that it wasn't like the old days when "it took them a week to put up a building." Construction technology hasn't yet advanced to a robot building a skyscraper in 10 seconds, but the first steps have been taken. 3-D printers make custom fit materials on site, saving time while reducing waste. There are drones for site surveying, construction monitoring, and even directing automated construction machines. And there are manned and unmanned automated construction machines. How long will it be before robots will do all the construction work and it only takes a week to put up a building?

For now, humans are still doing the work. That means contractors, both general and artisan, will be in demand and they will need coverage. Big "I" Markets offers several different contractor coverages for you to offer.

Travelers Select - Submit under the product named **Small Commercial**.
Not Available in All States

Chubb Small Commercial - Submit under the product named **Small Commercial**.
Not Available in All States

CBIC/RLI - Submit under the product named **Small Contractors**.
RLI/CBIC available in AZ, CA, ID, MT, ND, NM, NV, OR, TN, TX, WA, WY.

CBIC/RLI Large Contractors - General & Artisan Submit under the product named **Contractors - General & Artisan Commercial General Contractors**

- \$3M - \$10M annual sales
- Commercial work only
- New construction
- TIB work
- No paper GCs

Commercial Artisan Contractors

- Over \$2M in annual sales
- Commercial new construction
- Commercial and residential service work
- Will allow custom home jobs

Large Contractors program is available to members in all states except NY.

For more information, log into www.bigimarkets.com and click on **Small Commercial**, **Small Contractor** or **Contractors - General & Artisan**. You may also contact Big "I" Markets commercial underwriter Tom Spires at tom.spires@iiaba.net or (800) 221-7917 ext. 5470.

SPECIAL FEATURE

Read the Latest Big I Advantage® Newsletter Now

We have one of the best challenges an association products team can face here at Big I Advantage - and that's finding a way to keep Big "I" members informed of the many, many products and programs we have in place to bring value to your agency.

From agency professional liability insurance to protect your agency, to affluent homeowners insurance to protect your clients, to 401(k) retirement services designed to protect your future, we are constantly working to bring solutions to your agency that will have you thinking of the Big "I" first when faced with challenges large or small. It's a lot to stay abreast of!

That's why twice a year we publish a multi-page newsletter highlighting insurance and other product updates. The latest issue is now available for you to dive into!

This issue highlights the addition of the Coalition cyber liability product, as well as:

- Big "I" Flood
- Big "I" Personal Umbrella
- Big "I" Home Business Insurance
- Big "I" Professional Liability (and risk management!)
- Big "I" Retirement Services
- Big "I" Employee Benefits
- Big "I" Markets product updates
- Big "I" Business Resources
- ... and more

We hate to think of any member agency leaving valuable member benefits on the table simply because they were unaware of what is offered. That's why we hope you'll click to download the current Big I Advantage newsletter, and take time to browse the many programs available exclusively to you as part of your membership with the Big "I."

You can learn more about these and additional IIBA offerings at www.iiaba.net.

Lights, Camera, Umbrella!

Use RLI's Personal Umbrella Video to Educate and Inform

RLI, the Big "I"-endorsed umbrella provider, has created a three-minute video to educate consumers about the benefits of a personal umbrella liability policy. The video is brief and entertaining. It explains an umbrella in simple terms, then provides examples of umbrella claims that any consumer can relate to.

Many people simply aren't aware of what umbrella coverage is all about! So we encourage you to add this to your own web site, or post to social media, or directly email it to your clients telling them to check out a brief overview of personal umbrella and letting them know you can assist with this coverage.

By helping your clients understand how a personal umbrella safeguards their personal assets and future earnings, you open up a conversation that can lead to an umbrella sale for your agency. If the customer declines the coverage, be sure to document this using our personal umbrella decline form.

The video is available on RLI's YouTube channel and webpage, and on the Big "I" website. Click to play it now and see what you've been missing! The catchy music is just the icing on the cake.

Learn more about the Big "I" Personal Umbrella program at www.iiaba.net/RLI.

WEBINARS

NEW Pricing is Dead! Long Live Pricing!

Big "I" Virtual University

Date: Wednesday, July 18

Time: 1:00 - 2:30pm EST

Cost: \$49 (includes live presentation, recording and written transcript)

Summary:

Insurance agents are losing their influence on policy pricing. Underwriters are rolling out new tools such as artificial intelligence, machine learning, big data, and

NEW Lightning Learning for July

Big "I" Virtual University

Date: Dates: July 10, 24, 31

Time: 11:00 - 11:30am EST

Cost: \$9.99 for all three sessions

Summary:

The VU's July Lightning Learning series features three 20-minute sessions dedicated to Personal and Business Auto Policies Even if you can't participate in the live sessions, you will receive a link to the on-demand

cloud computing. As a result, agents must ask themselves, "What is MY role if I am no longer able to influence pricing for my clients and prospects?"

Over the next several years, agents who disconnect their value proposition from the traditional "I can get you a great price" and relearn how to better service their clients will thrive. Those that don't will likely find their performance levels quickly eroding. Attend this webinar and learn how to adapt to the process and change your game with solid strategies from instructor Frank Pennachio.

VU webinars offer comprehensive looks at industry issues. If you are looking for quick strikes of knowledge check out the VU's 20-minute Lightning Learning series that will focus on Personal and Business Auto Policies for the month of July. Please send any questions to VU staff.

Registration:

[CLICK HERE TO REGISTER](#)

recordings and can listen to them at your leisure. Register once and attend:

- **July 10 - Insurance and Autonomous Vehicles**
Autonomous vehicles are coming, the only question is when. Many evolutions and revolutions must occur before US streets are fully autonomous and everyone in the vehicle is nothing more than a passenger.
- **July 24 - Applying the "Business Use Exclusion" in the Personal Auto Policy**
For most PAP insureds, the business use exclusion is irrelevant. In practical application, the PAP extends coverage for the business use of a "your covered auto" provided it's not used to carry people or property for a fee (i.e., Uber or Lyft). Absent material misrepresentation in the application regarding the use of the vehicle, the PAP responds to an incident arising from most business use.
- **July 31 - Why Personally-Owned Autos Don't Belong on the BAP**
Personally-owned autos belong on a Personal Auto Policy. However, sometimes you are forced by the insured to place the individually-owned auto on the BAP. Or, you add a personally-owned auto to the BAP without knowing it.

Consider presenting conference style for the entire agency to benefit. Please send any questions to VU staff.

Registration:

[CLICK HERE TO 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. Selective - Hurricane Preparedness Guide
2. Jewelry Insurance - Jewelers Mutual
3. Personal Article Floater

BIG "I" MARKETS SALE OF THE WEEK

Congratulations to our agent in New Hampshire on a Habitational - Apartment sale of **\$18,146** in premium!