

THE EAGLE HAS LANDED, HOW TO ACCELERATE TALENT DEVELOPMENT: INTRODUCING CALIPER PRECISION SERIES & RISK MANAGEMENT PLUS+ ONLINE PORTAL REDESIGNED

The Eagle Has Landed

It's a phrase nearly everyone knows. Neil Armstrong announced the successful landing of the lunar module by saying, "Houston, Tranquility Base here. The *Eagle* has landed."

A less famous phrase was uttered just a few hours before, when *Eagle* separated from *Columbia*. Billy Collins and Armstrong inspected the craft to see that it was not damaged, and that the landing gear was correctly deployed. That's when Armstrong exclaimed, "The *Eagle* has wings!"

While Big "I" Eagle Agency "landed" many years ago, offering Big "I" member agents personal lines market access and a path to direct appointment, we'd like to focus on the fact that Eagle Agency can give your agency "wings" to fly!

What is Eagle Agency?

Eagle Agency provides members with direct access to preferred personal lines in 49 states and the District of Columbia (not available in HI) with minimal volume commitment of 2 new accounts per month. The program strives to fit the member's personal lines needs by incubating until the member qualifies for a direct appointment.

Features of Eagle Agency:

- Agency maintains ownership of business
- Direct access into the carrier's portal
- Graduated commissions based on volume
- Possible carrier appointment based on volume and profitability

Eagle Agency company partners include:

- MetLife Auto and Home
- Safeco
- Travelers

*Underwriting and geographic limitations apply.

All Eagle Agency appointment requests are subject to review and approval by the carrier.

Eagle Agency Success Factors

Eagle Agency is seeking agencies who are predominately personal lines with a steady flow of new business. Ideal candidates are customer-focused agencies with preferred packaged accounts and high retention rates. Eagle agencies must commit to a minimum of 2 new business preferred accounts per month, per company.

State Availability

MetLife Auto and Home sub-producer appointment is possible in all states except: AK, DC, DE, FL, GA, HI, LA, MI, OK, SC and SD.

MetLife Business Insurance Eagle appointments are also available in AZ, CA, CT, FL, GA, IL, IN, MN, NC, NJ, NY, OH, OR, PA, SC, TX and WA. More states coming in the near future.

Safeco sub-producer appointment is possible in all states except: DE, HI, ME, NJ and RI.

Travelers sub-producer appointment is possible in all states except: AK, HI, LA, MI, OK, ND, WV and WY.

For more information or to request an appointment for MetLife Auto & Home, Safeco and/or Travelers, please visit the Eagle Agency Appointment Application on Big "I" Markets or contact Nancy Doherty (nancy.doherty@iiaba.net or 703-706-5389).

Don't delay - get in touch and start flying high with Eagle Agency today!

SPECIAL FEATURE

How to Accelerate Talent Development: Introducing Caliper Precision Series

Join Caliper for a **free webinar** on Wednesday May 15, 2019 on *How to Accelerate Talent Development: Introducing Caliper Precision Series*.

Caliper's new offering makes training solutions easy, affordable, and effective. This is training that can be done by employees on-the-go, with small, easy to digest lessons and action items.

In this webinar, the panelists will discuss:

- What microlearning is and how it can be used in your organization
- How to effectively deploy microlearning

To register for this webinar, click here.

As a reminder, Big "I" members receive discounts on Caliper's profiles, assessment and reports. To learn more about how to increase employee engagement and retention, visit www.calipercorp.com/iiaba or email Brett Sutch for more information.

Risk Management Plus+ Online Portal Redesigned

Travelers has redesigned the Risk Management Plus+ Online portal, a robust website designed to help your clients mitigate their management liability and crime exposures for three of the **Wrap+ Executive Liability** modules.

Risk Management Services

- Risk Management PLUS+ OnlineSM for Employment Practices (with the purchase of the **Employment Practices Liability** or **Directors and Officers** liability coverage part): includes online training on topics such as sexual harassment and employee terminations, training bulletins, searchable databases, sample policies and forms, self-audits and unlimited access to employment attorneys.
- Risk Management PLUS+ OnlineSM for Plan Fiduciaries (with the purchase of the **Fiduciary Liability** coverage part): includes reference materials, self-audits and one hour of consultation with ERISA attorneys for general guidance on issues relating to employee benefits and ERISA law.

The portal covers all of their modules and includes:

- Featured articles
- Checklists
- Best practice minute videos
- Podcasts
- A sample employee handbook to help your clients manage not only employment practices risks, but also cyber, crime, directors & officers, fiduciary, kidnap & ransom, and identity fraud exposures.

Travelers **Wrap+ Executive Liability's** modular approach allows you to customize coverage for your clients now and in the future.

Click the links below to learn more about available options, access highlight and sell sheets, and more:

- Directors and Officers Liability Insurance
- Employment Practices Liability Insurance
- Fiduciary Liability Insurance
- Miscellaneous Professional Liability (E&O) Insurance
- CyberRisk
- Kidnap and Ransom
- Identity Fraud Expense Reimbursement

Coverage Features Common to All:

- Additional Defense Coverage
 - Additional Defense Limit of Liability
 - Survives exhaustion of base limit
 - Available for each liability coverage elected or shared
- Defense options
 - Duty to Defend (100 percent predetermined allocation)
 - Reimbursement
- Single retention for claim triggering multiple liability coverages and no retention if unable or not permitted to indemnify

- Worldwide coverage - claims made or occurring
- Foreign parent corporation coverage as co-defendant
- Severability of application representations
- Subsidiary acquisition - 25 percent of assets
- Extended Reporting Period
 - Bi-Lateral
 - 3-year run-off available for pre-determined premium
 - Report potential claims
 - Elect by liability coverages
- Duties in the event of claim - triggered by knowledge of Executive Officer

To access Wrap+, log into Big "I" Markets and select **Wrap+ Executive Liability** products from the commercial product listing.

Please note that the Community Homeowners Associations and Healthcare Organization are not currently available through Big "I" Markets.

WEBINARS

NEW Risk Management Webinar Rebroadcast - May 29

Big "I" Professional Liability

Is Your Website Doing More Harm than Good? was one of Big "I" Professional Liability's best-attended sessions in recent years. Due to its popularity, and because insurance agency website content continues to plague agency owners during errors & omissions claims, Big "I" Professional Liability and Swiss Re Corporate Solutions will rebroadcast Is Your Website Doing More Harm than Good? on Wednesday, May 29 at 2 p.m. ET.

Websites and other online marketing materials, including mission and vision statements, are turning insignificant events into significant E&O claims due to the language used on agency websites. For example, terms and phrases such as "experts" and "we will address all your insurance needs" can increase the standard of care an agency owes to a customer.

Register today.

VU Webinars and Lightning Learning

Virtual University

WEBINARS - Two-hours with CE in select states.

- May 2 - 1:30 p.m. EDT - 5 Contractor Coverage Concepts Every Agent Must Understand
- May 15 - 1:00 p.m. EDT - 4 Key Personal & Commercial Line Exposures Every Agent Must Understand
- May 21 - 11:30 a.m. EDT - 3 Keys to Getting the Named Insured Correct
- June 13 - 1:00 p.m. EDT - In the Aftermath of the Storm - An Agent's Perspective

View the complete calendar, registration links and see what states have CE approval online. Registration includes live webinar, on-demand recording and a transcript.

LIGHTNING LEARNING - Twenty minutes each with a focus on Meeting Production Goal Requires More Work Than You Think

- May 1 - 11:30 a.m. ET - How Much Time Do You Actually Spend Adding New Business?
- May 16 - 11:30 a.m. ET - How Much NEW Business Must You Place to Make Goal?
- May 22 - 11:30 a.m. ET - How Do You Get to the TOP of the Underwriting Pile?

Register once for the monthly Lightning Learning package and receive all sessions for one low price. Registration includes live presentations and on-demand recordings.

VU Webinar and Lightning Learning questions can be sent to VU staff. The 2019 calendar and all links are available here.

TWO FOR TUESDAY TRIVIA

Be one of the first five with the correct answers and win a \$5 gift card (Starbucks, Dunkin' Donuts, Baskin Robbins, or Krispy Kreme).

Congratulations to this week's winners - Megan Yochum (OK), Teresa O'Brien (MI), Lisa Gammill (MS), Janet Keck (FL) & Juan Aldape (TX).

1. An early depiction of cyber theft in films was carried out by actor Richard Pryor. What character was he playing, and in which movie? - **GUS GORMAN IN SUPERMAN III**
2. On this date (3/23) in 1867 Queen Victoria & Napoleon III turn down plans for what construction project, finally completed more than 100 years later? - **THE CHANNEL TUNNEL**
3. Which city isn't "*taking action yet*" on regulating home rentals in the Non-standard Homeowner article? - **SANTEE, CA**

TIE BREAKER

TB - How did Stanley (an Australian border collie) respond when asked about his viral ball-catching video? - **HE PULLED THE COVER OFF THE MICROPHONE AND RAN AWAY WITH IT**

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. Travel Insurance
2. Jewelry Insurance - Jewelers Mutual
3. Agent Responses to Ask Expert Challenge - PUP or EAI?

BIG "I" MARKETS SALE OF THE WEEK

Congratulations to our agent in Nebraska on a Bonds - Bid, Contractor, Performance, Surety sale of **\$59,479** in premium!