

QUOTE CYBER INSURANCE FOR LAW FIRMS ON BIM, QUICK TAX TIME TO-DO & JOIN OUR FREE JANUARY AGENCY RISK MANAGEMENT WEBINAR: "LET'S TALK LIMITS"

Quote Cyber Insurance for Law Firms on BIM

Law firms are one funds transfer fraud, ransomware, or email compromise away from exposure. 20% of Coalition claims resulting from social engineering and fraudulent funds transfer attacks are directed at law firms.

Through Big "I" Markets, you can offer Coalition's state-of-the-art cybersecurity resources and best-in-class cyber insurance to your law firm clients.

Coalition's cyber insurance is specifically designed to protect law firms, featuring:

- Funds transfer fraud losses arising from a security failure or social engineering
- Costs to respond to a ransomware (extortion) incident
- Costs to replace computer systems and other technology damaged in a cyber attack
- Restoration of digital assets, including sensitive client information
- Fraudulent charges when a criminal actor exploits a cloud or telephony provider
- Property damage and bodily harm coverage for IoT failures

Lawyers are becoming easier targets for ransomware threats. Coalition helps law firms protect their network and their business by offering a full suite of security apps including 24/7 security monitoring, automated threat and intelligence alerts, DDoS mitigation, security benchmarking, ransomware protection, employee training, patch reminders, and more-included with each policy, all at no additional cost!

When an incident happens, Coalition is the only insurance firm with a dedicated 24/7 incident response and claims team to help law firms quickly respond to an incident. Read more about a law firm claim case study where Coalition's in-house Security Incident Response Team recovered \$150,000 for a policyholder!

Ready to protect your law firm customers? Log in to www.bigimarkets.com to create a quote in less than four minutes! Contact Carla McGee, your dedicated Cyber Insurance Program Manager, with any questions or to walk you through a quote.

SPECIAL FEATURE

Quick Tax Time To-Do

The end of 2019 is fast approaching and Big "I" Markets will be issuing 1099s soon. **Please be sure your agency name, address, tax ID and entity type are updated correctly on your Big "I" Markets profile.**

1. Go to Big "I" Markets at www.bigimarkets.com.
2. Click on the "Register/Update Profile" button.
3. Login with your username and password.
4. Review your agency information for accuracy, then hit "Next."
5. On Step two, confirm your business name, legal status and your tax ID information. In addition, please review your EFT banking information for commission deposits. If not currently registered, please complete that data as well.
6. Once all items are completed, click "Next" to save that data. You can then exit.

View this two-minute video that walks you through the process.

Any questions may be directed to bigimarkets@iiaba.net.

Thank you for being a valued part of Big "I" Markets!

Join our Free January Agency Risk Management Webinar: "Let's Talk Limits"

Everyone knows the story of Goldilocks, and her struggle to find the porridge, the chair, and the bed that was "just right." When it comes to limits of liability, it's often said that the highest limit is best but in practice, agents must help their clients settle on the amount that is "just right" for the situation at hand. How can you ensure your approach to limits is correct? Do you feel confident that proper policy limits are in place for your clients? Do you worry about whether your own agency is

appropriately protected? When your customers are under-insured, it creates claims against your agency. When your agency is under-insured, it limits the defense your carrier can provide.

Don't let the fear of a large claim keep you up at night. Take action by joining Big "I" Professional Liability and Swiss Re Corporate Solutions on Wednesday, Jan. 22nd, 2020 at 2 p.m. ET. for an Agency Risk Management Essentials webinar, Let's Talk Limits: How Much is Enough for You AND Your Customer?

During the hour-long webinar, Swiss Re Corporate Solutions panelists Matt Davis, claims manager and Mark Shackelford, senior underwriter, will discuss how to approach choosing liability limits for both your clients and your own agency. The webinar will feature scenarios for you take into consideration and provide lessons learned from a claims and underwriting perspective.

This webinar series is offered by Big "I" Professional Liability at no cost as an exclusive Big "I" member benefit. Big "I" members in good standing may register unlimited attendees from the member agency to attend. No CE is received for this session.

More risk management information is available 24/7 at www.iiaba.net/EOHappens.

WEBINARS

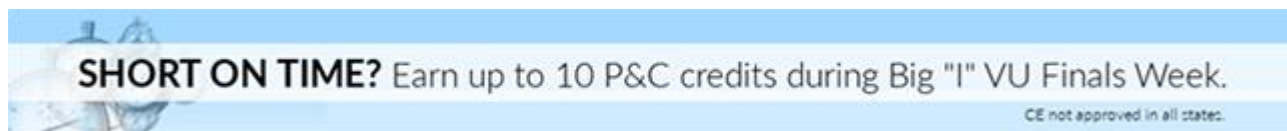
VU Webinars and Lightning Learning

Virtual University

WEBINARS - Two-hours with CE in select states.

- December 11 - 1:00 p.m. EST - Rules for Developing the Correct Premium
- December 16-20 - Big "I" Virtual University Finals Week! Agents looking to get ahead on their continuing education can earn up to 10 P&C credits this week! CE approval varies by state. Click here for a complete list of classes and CE-approved states.

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



TWO FOR TUESDAY TRIVIA

Prizes will be to the first response with the correct answers and then four selected at random from all received by 6 p.m. EDT on Wednesday. Win a \$5 gift card (Starbucks, Dunkin' Donuts, Baskin Robbins, or Krispy Kreme).

Congratulations to this week's winners - Pam MacCrae (ME), Cathy Williams (VA), Julie Singley (AL), Cheryl Justin (NV) & Linda Naylor (TX).

1. In the Drone Endorsement link above, the acronym SORCE stands for what? - **SCHOOL OF RISK CONTROL EXCELLENCE**
2. On this date (12/3) in 1967, Louis Washkansky was the first recipient of what? - **HUMAN TO HUMAN HEART TRANSPLANT**
3. Coalition offers protection designed for modern day retailers. Sadly this now defunct NY department store, featured in the popular holiday movie "Elf" is not a potential client since it closed in 1987. Name it. - **GIMBELS**

TIE BREAKER

TB - Tim Hyland of Block and Hyland recalls a story of a false claim of hail damage that was actually caused by a ball peen hammer. What did the car owner (*successfully!*) claim in response? - **AN UNKNOWN PERSON ATTACKED HIS CAR WITH A HAMMER**

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. CNA - Commercial Drone Endorsement
 2. Virtual University "Finals Week" - Multiple Webinar Registration Links
 3. Jewelry Insurance
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BIG "I" MARKETS SALE OF THE WEEK

Congratulations to our agent in New York on a Commercial Auto - Monoline sale of **\$25,769** in premium!