

# 2017 Excellence in Insurance Education Award Recipients

The Excellence in Insurance Education (EIE) award recognizes state associations and staff who have made significant contributions to insurance education for their members and for the industry. Through a variety of traditional and cutting edge educational programs, recipients of this award have proven their dedication to promoting quality insurance education, and the Big "I" Agent Development group is proud to honor them for their accomplishments.

*\*Indicates first-time applicant*



## DIAMOND LEVEL RECIPIENTS

### Arizona

*Independent Insurance Agents & Brokers of Arizona, Inc.*

Arizona, a two-time Diamond level award recipient, is now able to reach out to the smaller communities within the state via a neutral volunteer classroom which has spared many of its members a stressful commute into Phoenix.

### Delaware

*Delaware Association of Insurance Agents & Brokers Inc.*

Building on three Bronze and three Gold awards, Delaware reached Diamond status this year. The state's new and highly successful "Quoting, Writing, and Servicing" series was designed for newly licensed individuals to help get them up and running in the agency. Courses focus on Commercial Property, Commercial Casualty, Homeowners, Auto, and Umbrella.

### Florida

*Florida Association of Insurance Agents*

An eight-time Diamond award recipient, Florida saw significant growth this year in their state college programs. Six colleges have ongoing classes with about 125 students enrolled, and additional schools are being added this year.

### Illinois

*Independent Insurance Agents of Illinois*

A two-time Diamond award recipient, Illinois had great success this year with its new online training for newly licensed agents, a segment of members previously underserved by the association.

### Kansas

*Kansas Association of Insurance Agents*

A five-time Diamond award recipient, Kansas continues to innovate by including in their education calendar this year, classes held at various agency and company locations.

### Kentucky

*Independent Insurance Agents of Kentucky*

First-time Diamond award recipient, Kentucky made education the top priority at their annual convention. The "Protecting Your Organization from Computer Crime" session presented by a former FBI agent proved to be the highlight of the event and the best seminar the state has ever had.

## **Louisiana**

*Independent Insurance Agents & Brokers of Louisiana*

Building on three Bronze and two Gold level awards, Louisiana reached Diamond status this year. The state launched a successful Fall Education Conference to reach members in the northern part of the state, a segment of their membership the association previously found difficult to engage.

## **Maine**

*Maine Insurance Agents Association*

Maine continues to achieve insurance education excellence receiving its fifth Diamond level award. Their biggest success this year has been with the ACSR program taught by a new and well-liked instructor who has both agency and company experience making for well-rounded presentations.

## **Massachusetts**

*Massachusetts Association of Insurance Agents*

Six-time Diamond award recipient, Massachusetts trained six new instructors this year to infuse new talent into the state's outstanding, seasoned faculty. The state also began charging for printed course materials and members have actually been receptive to paying those additional fees.

## **Michigan**

*Michigan Association of Insurance Agents*

A three-time Diamond award recipient, Michigan ran its first Ultimate Account Manager school which sold out and was a rousing success.

## **Nebraska**

*Independent Insurance Agents of Nebraska*

A five-time Diamond award recipient, Nebraska increased attendance this year in all of their top three educational offerings - webinars, CISR, and the state's Free CE Roadshow.

## **New Hampshire**

*New Hampshire Association of Insurance Agents*

Five-time Diamond award recipient, New Hampshire has seen great success with its Property & Casualty Pre-licensing Review classes, and the state boasts a list of more than 40 self-study courses available for meeting the CE needs of members and non-members alike.

## **New Jersey**

*Independent Insurance Agents & Brokers of New Jersey*

Insurance education powerhouse New Jersey received its fifth Diamond award this year. The state's biggest success was with their ABEN webcasts, and after a slow start, the concept of online CE is catching on with their members.

## **New Mexico**

*Independent Insurance Agents of New Mexico*

For the second year in a row, New Mexico earns the Diamond level award. The state's greatest success has been renewing their Agency Leadership Program facilitated by Brandie Hinen, a program that has been incredibly helpful to the state's members.

## **New York**

*Independent Insurance Agents & Brokers of New York, Inc.*

Seven-time Diamond award recipient, New York responded to their members' talent recruitment and development needs by launching a DIY Hiring Toolkit. This kit guides members through the entire hiring process from searching to screening to hiring.

## **North Carolina**

*Independent Insurance Agents of North Carolina*

North Carolina consistently provides its members with excellent insurance education products and has six Diamond level awards to prove it. Collaborating with the North Carolina Community College System regarding the insurance classes in their curriculum was the state's biggest success this year.

## **Oklahoma**

*Independent Insurance Agents of Oklahoma*

Tackling the state's education calendar in a much more strategic way brought Oklahoma their third Diamond level award. Offering classroom content that's fun and exciting and building online offerings for both new and seasoned agents has proven quite successful this year.

## **Oregon**

*Independent Insurance Agents & Brokers of Oregon*

A two-time Diamond award recipient, Oregon looks for atypical venues like an old church turned brew pub to offer its classroom sessions. Moving away from the typical florescent light/no window hotel space has proven to be very successful with its members.

## **Pennsylvania**

*Insurance Agents & Brokers of Pennsylvania Inc.*

For the first time, Pennsylvania achieved Diamond status this year. Their biggest accomplishment was developing five new on-demand programs that filled a void in their training paths.

## **South Carolina**

*Independent Insurance Agents & Brokers of South Carolina*

Six-time Diamond award recipient South Carolina has seen solid growth in their in-house seminar offerings - 35% of their overall classroom offers which is up from only 10% just two years ago.

## **Virginia**

*Independent Insurance Agents of Virginia*

Virginia, a five-time Diamond award recipient, is working towards shifting its members mind shift from one of compliance to one of learning and growth. Pre-licensing continues to thrive and the state partnered with the Virginia Community College System to create a more robust program for those just entering the insurance industry.

## **Washington**

*Independent Insurance Agents & Brokers of Washington*

A four-time Diamond recipient, Washington has seen great success with its webinar offerings this year. With their popularity among members, webinar offerings will continue to expand next year.

## **Wisconsin**

*Independent Insurance Agents of Wisconsin*

A three-time Diamond award recipient, Wisconsin's greatest success this year was the development and implementation of a Professional Development Program for the state's Emerging Leaders Committee. Training was held via in-person meetings and conference calls and focused on growing oneself both personally and professionally.

## **GOLD LEVEL RECIPIENTS**

### **Alabama**

*Alabama Independent Insurance Agents*

The biggest education success for Alabama, a three-time Gold award recipient, this year has been the growth of their online education program. Offered through the National Alliance, ABEN, and Professional Training Associates, these three programs have more than made up for a drop in attendance at non-designation programs.

### **Maryland**

*Independent Insurance Agents of Maryland*

A two-time Gold level award recipient, Maryland launched a one-day conference with amazing speakers for its annual installation of officers. The state was even able to get the program approved for 6 P/C credits.

### **Minnesota\***

*Minnesota Independent Insurance Agents & Brokers Association*

First-time applicant Minnesota earned a Gold level award this year. Offering a Loss Control Credit course as a webinar option was very successful and quite popular with the state's members logistically challenged by travel to the Twin Cities.

### **Texas**

*Independent Insurance Agents of Texas*

Five-time Gold level award recipient, Texas has succeeded this year by offering more meaningful, specialized classes to its members. A specialty Trucking topic taught by a nationally recognized speaker proved to be quite popular.

### **Vermont**

*Vermont Insurance Agents Association*

Vermont, a four-time Gold award recipient, partners with the Rhode Island association to help make their education program a success. Future plans include expanding the state's designation offerings to include CRIS and ACSR.

## **BRONZE LEVEL RECIPIENT**

### **Mississippi\***

*Independent Insurance Agents of Mississippi*

First-time applicant Mississippi earned a Bronze level award this year. Although the state drastically cut expenses, they did so without compromising on the quality of education offered to their members and were able to add CE classes to their convention for the first time.

### **Nevada\***

*Nevada Independent Insurance Agents*

First time applicant Nevada earned a Bronze level award. Hosting a well-attended E&O seminar where member agencies who attended received credit on their E&O policy through Westport was their greatest success this year.