

# BIG **i**

SOAR.



## AGENCY INCUBATION/DEVELOPMENT (SOAR)

**CONNECT WITH A PERSONAL SOAR GUIDE TO IDENTIFY A PATH TO START OR GROW YOUR INSURANCE AGENCY.**

SOAR is a free Big "I" member service in which a dedicated association professional connects with your agency to help you navigate essential member resources.

Through brief conversations designed to hone in on how we can best meet your agency needs with existing Big "I" membership programs, **a SOAR guide will help your agency develop a personalized plan** for maximizing the benefits of your Big "I" membership investment.

SOAR then plugs your agency in to specific resources designed to protect, enhance, or grow your business. SOAR focuses on six key areas a startup/emerging agency needs:

AGENCY E&O

TECH RESOURCES

MARKET ACCESS

MARKETING

STAFFING/EDUCATION

AGENCY OPERATIONS

**GET STARTED TODAY AT [INDEPENDENTAGENT.COM/SOAR](https://independentagent.com/soar).**

**FREE PROGRAM - PERSONAL GUIDANCE - START OR GROW YOUR AGENCY**

The Big "I" has been helping agents succeed for over 125 years. In partnership with your Big "I" state association, the SOAR program is here to assist independent agencies survive and thrive.

### WHAT IS SOAR?

SOAR is a free, personalized service for Big "I" members to help set your agency on the path to success using available resources included in your agency's Big "I" membership.

At the heart of SOAR is a personal connection to a dedicated association professional who will meet with you to understand how we can help your agency, well...soar!

### WHO CAN PARTICIPATE?

The only requirement is that you are a member of your Big "I" state association. In turn, you have access to Big "I" resources and can participate in SOAR.

SOAR was designed with agency incubation in mind, but all Big "I" members may request personal assistance from SOAR in leveraging Big "I" member resources to enhance their agencies. Let us connect you to the programs designed to serve you!

Not a Big "I" member? You'll need to join to take advantage of SOAR resources. Learn how to join your state association and the national IIABA association at [independentagent.com/belong](http://independentagent.com/belong).

### HOW DOES THIS DIFFER FROM BIG "I" MEMBERSHIP?

SOAR provides your agency with personalized concierge service to connect you to the specific benefits YOUR AGENCY needs.

### IS THERE A COST FOR THE SOAR PROGRAM?

The majority of our recommendations are benefits already included with your existing Big "I" membership. There may be a cost for certain offerings.

### I'M A STARTUP AGENCY. CAN I GET AGENCY ERRORS & OMISSIONS INSURANCE?

Yes! As a Big "I" member, you have access to the largest, most stable E&O program in the country. Our program was created "by agents, for agents" and broad credits are available. We do have options for startup agencies. Extensive E&O Risk Management resources are also available to help you set up policies and procedures from an agency operation standpoint.

### CAN YOU GET ME CARRIER APPOINTMENTS?

Big "I" Markets provides market access to quality carriers across many lines of business with no commitments or volume requirements. Additional appointments may be available through Eagle Alliance/Eagle Agency.

# BIG

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## FAQ

SOAR

### CAN YOU HELP ME SET UP A WEBSITE?

Yes! Our marketing benefits offered through Trusted Choice includes resources for website design and audits of existing websites. They also provide many other marketing benefits including a \$1,000 Marketing Reimbursement Program.

### THE TECHNOLOGY OPTIONS FOR AN INSURANCE AGENCY ARE OVERWHELMING. CAN YOU HELP ME NAVIGATE THE OPTIONS?

The tech world moves fast and we have the experts and resources to help you make the right decision for your agency.

### HOW LONG WILL MY AGENCY BE PART OF SOAR?

You are welcome to access SOAR and the personalized services as long as you would like (and as long as you are a member!)

### HOW DO I START?

Visit us online at [independentagent.com/SOAR](http://independentagent.com/SOAR) to schedule a meeting with your personal SOAR guide, or email [summer.cole@iiaba.net](mailto:summer.cole@iiaba.net).

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