

FLY LIKE AN EAGLE, AIG AFFLUENT COVERAGES - COMPREHENSIVE WEBINAR MAY 18TH AND BRING ON THE BOATS, SHIPS AND YACHTS

Fly Like An Eagle

There is a very strong chance that if you click on it, this song will remain stuck in your head for the rest of the afternoon. But while time may keep on slipping into the future, Eagle Agency is available to Big "I" members right now.

Eagle Agency offers Big "I" member agents choice. There are two ways to write business through Eagle Agency: Eagle Agent and Eagle Express.

Features of Eagle Agency and Eagle Express:

- Agency maintains ownership of business
- Graduated commissions based on volume
- Possible carrier sub-appointment based on volume and profitability
- Access to products and services provided by your state and national Independent Insurance Agents and Brokers of America association

Appointments are subject to review and approval by Eagle Agency and the carrier. Carriers might not be available in every state or may have territorial limitations. Eagle appointment is not available in AL, GA, HI, LA, MI and OK.

To learn more about the Eagle program please contact Jodie Bacote at jodie.bacote@iiaa.net.

SPECIAL FEATURE

AIG Affluent Coverages - Comprehensive Webinar May 18th

Please join us and Lisa Gelles of AIG Private Client Group for a comprehensive webinar on Thursday, May 18th. During the presentation, we will cover each of the four core lines of business – homeowners, auto, umbrella and valuable items. We will review coverage features and benefits, as well as suggestions for marketing high net-worth coverage to your clients.

Date: Thursday, May 18

Time: 2-3pm EDT

Register Now

Bring On The Boats, Ships and Yachts

This weekend I'll pull my power mower out of the garage and get it ready for the coming months of mowing the weeds in my front lawn. That means checking the oil level, putting it in the driveway, firing it up, and letting it run at idle for 15-20 minutes. If I'm feeling ambitious I may get the blade sharpened, but unless something is wrong with it that's all I do. For someone with a riding mower there are a few more steps but spring preparations are still fairly easy.

But a boat, even a small one, is a lot more complicated to take out of storage, even when stored in a secure facility. You start with checking the hull for damage. Then there are controls, winches, motor(s), batteries, anchor(s), moors, life vests, and various electronics to ensure are in proper working order. Once it's back in the water (not always a sure thing, even for new yachts, or the vehicles involved) it must be inspected for leaks and other systems checked. Not to leave off the crucial motors and sails. The bigger the boat or ship, the more that needs to be checked and prepped.

Chubb Recreational Marine Insurance

Big "I" Markets partner Chubb is sharing their updated "Coming Out of Lay-Up" tip sheet, along with a full length "Coming Out of Lay-Up" brochure. Developed by Chubb's team of highly experienced marine specialists, these education resources are designed to help yacht and boat owners store their vessels safely over the winter and ensure readiness for spring commissioning next year.

We encourage you to share this valuable information with your clients whenever possible. You can download the PDFs from the following links:

- Chubb Recreational Marine - Coming Out of Lay-up Tip Sheet
- Chubb Recreational Marine - Coming Out of Lay-up Brochure

Chubb Recreational Marine has been a leading provider of boat and yacht insurance for decades, offering comprehensive policies for private pleasure watercraft of all sizes. The Yachtsman®/Boatsman® Policy provides all-risk protection for a wide range of pleasure boats and yachts, including select occasional charter opportunities, along with many unique benefits and features. Some eligibility info:

Yachts (27' or greater and up to \$3 million in value) - Yachtsman®/Boatsman® Policy

- Length: Minimum 27' - no maximum
- Hull values: No minimum - \$3 million maximum
- Private, pleasure use watercraft
- Available in all states except Alaska and limited availability for permanently moored Florida risks: Florida eligibility is only available for preferred vessels over \$1 million in value with a permanent, full time captain employed
- Owners/Named insured must be 21
- Vessel owners should be experienced in similar size/type vessels. Refer first time boat owners or those making a jump of 10' or more.
- No high performance vessels
- Condition and Valuation surveys required at 10 years of age for salt water risks. 20 years of age for fresh water risks.
- Lay-ups - afloat or ashore

Small Boats (less than 27') - Yachtsman®/Boatsman® Policy

- Length: no minimum - maximum under 27'
- Hull values: no minimum - no maximum
- Private, pleasure use watercraft
- Bass boats acceptable. Pontoon boats on inland waters acceptable.
- Available in all states except Alaska
- Some availability for permanently moored Florida watercraft
- No high performance boats
- Owners/Named insured must be 21
- Some boating experience is desired - refer first time boat owners

Elite Yacht® Program (70' or larger, valued at \$3 million or greater, having a full-time paid captain) The Elite Yacht® Program is Chubb's exclusive program to fulfill the specialty insurance needs of luxury yacht owners with vessels valued at \$3 million or greater. Exceptional yachts require specialized insurance protection and the Elite Yacht Program provides significantly increased benefit levels for a broad range of coverage, along with many other valuable and unique policy features. Log into www.bigmarkets.com for full details.

Personal Watercraft (PWC)

- Owners/Named insured must be 21
- Licensed driver
- Personally Owned
- Pleasure Use only
- No more than 2 unrelated owners
- Speed up to 60 mph
- Seats 2-3 people
- 7 ft. up to 16 ft. in length
- No modifications
- Water-jet propulsion
- Owner and Operators must have clean MVR (0-2 points)
- MVRs required if operator under 25 years old

Sail over to www.bigmarkets.com and choose any of these products from the personal products menu to review full coverage details or to submit a quote.

WEBINARS

Remember that you can view the following webinars 24/7 by checking out the BIM Webinar Library. To do that log onto Big "I" Markets and click on "Publications".

- AIG Private Client Group Homeowner - Personal Excess
- Chubb Masterpiece Homeowner - Automobile
- AIG Private Client Group Homeowner - Collections
- Chubb Masterpiece Homeowner - Overview
- Architects & Engineers Liability
- AIG Private Client Group Homeowner - Automobile
- AIG Private Client Group Homeowner - Overview
- TravPay
- Affluent Homeowners
- RLI Personal Umbrella
- Habitational

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BIM WEBSITE TRAINING WEBINAR

For all you folks who recently registered for Big "I" Markets, remember you can participate in a webinar from the comfort of your office to help you learn how to navigate around the system. Every Thursday at 2:00 p.m. EDT we'll show you how to navigate the Big "I" Markets platform, including how to submit a quote! A recording of this webinar can be found under "Publications" after logging into Big "I" Markets.

- Thursday, April 20 @ 2 p.m. EDT
- Thursday, April 27 @ 2 p.m. EDT

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Big "I" Product Webinars

- **Wednesday, April 19 - 2:00 - 3:00pm EDT. "Big "I" Swiss Re Corporate Solutions Quarterly Risk Management Webinar".** The Big "I" Professional Liability/Swiss Re Corporate Solutions quarterly risk management webinar is approaching. **Agency Risk Management Essentials: Preparing for a Catastrophic Event** is scheduled for April 19, 2017 at 2 P.M. Eastern and will discuss effective ways insurance agents and brokers can reduce their risk of catastrophic E&O claims. The discussion will be presented from the viewpoints of an insurance agent, a Swiss Re Claims specialist, an E&O defense counselor and a Selective Insurance Company of America representative. The session is free to Big "I" members.

Please **register** today. More promotional materials are forthcoming in state news in the coming weeks.

If you have any questions relating to the topic that they would like addressed during the discussion, please email Jim Hanley no later than April 1, 2017. Cost: Free.

- **NEW - Thursday, April 27 - 1:00 - 2:00pm EDT. "Learn About New DocuSign Payments Feature Webinar".** Thursday, April 27 at 1 p.m. ET to learn about DocuSign Payments, a new feature that enables digital payment with an e-signature.

The webinar will also feature a product demonstration on how the Big "I" is using DocuSign Payments for its new cyber liability program enrollment process.

With DocuSign Payments, users get paid instantly, enabling them to spend more time growing their business and less time following up on time-consuming payment processing. Because the process is simultaneous, secure and paperless, you will now be able to provide an easy, efficient process for your customers.

Contact Brett Sutch with any questions regarding the webinar or the Big "I" member-exclusive discount on DocuSign products.

Register [here](#) Cost: Free.

- **NEW - Thursday, May 18 - 2:00 - 3:00pm EDT. "AIG Affluent Coverages - Comprehensive Webinar".** Please join us and Lisa Gelles of AIG Private Client Group for a comprehensive webinar on Thursday, May 18. During the presentation, we will cover each of the four core lines of business - homeowner's; auto; umbrella and valuable items. We will review coverage features and benefits, as well as suggestions for marketing high-net-worth coverage to your clients.

Register here Cost: Free.

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Big "I" Virtual University Webinars

Don't miss the following education opportunities provided from the Big "I" Virtual University experts that focus on topics agents need to know to make a smart start in 2017. For more information, contact national staff.

Other topics in the 2017 schedule cover partial losses, contractual risk transfer, business income, contractors and more. The entire schedule, including registration links can be found online here.

- **April 19 - 1:00 - 2:30pm EDT. "Untangling the Work Comp Mess" - Part 1 of 2.** Workers' compensation is a relatively easy coverage to understand. Work comp is work comp is work comp. The difficulty in work comp does not arise out of the policy but rather from the myriad statutes that surround and control how a work comp policy responds. April and June webinars combine to untangle many of these laws that cause problems. Two key questions to be answered during in the April webinar include: What makes an injury or disease compensable under workers' compensation? Who is covered by the work comp policy? Plus more. Click here to register. Cost: \$69

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. Chubb Masterpiece Homeowners
2. RLI Personal Umbrella
3. RLI/CBIC Architects & Engineers

BIG "I" MARKETS SALE OF THE WEEK

Congratulations to our agent in New York on a Performance Bond sale of **\$70,350** in premium!