



# PIA OF ALABAMA

*Your Agents Association*

## Alabama Members Enjoy These Benefits!

### **INSURANCE** *for your agency*

- + Top notch markets for Agent's Errors and Omissions coverage
- + Markets for Employment Related Practices Liability Insurance (most include HR consulting services)
- + Markets for Privacy Liability
- + PENN National Agents Umbrella Program

### **INSURANCE** *for you and your employees*

- + Basic, voluntary and dependent term life; long term disability, short term disability; dental insurance; AD&D; business overhead expense; and hospital income protection for you, your employees, and families. For info call 800.336.4759 or visit [www.piatrust.com](http://www.piatrust.com).

### **INSURANCE** *markets*

- + Warranty Solutions – Lets you market a proven vehicle service contract program to auto dealerships. For info call 800.782.9753.)
- + Hartford Flood Insurance – Easy enrollment, competitive commissions, advanced internet services, surplus lines. Not comfortable with flood insurance? Try the "Flood Solutions" option, which uses Hartford CSRs.
- + PIAgents Marketplace (providing freedom from premium requirements and access to the best carriers). Contact Ed Gillman (678.358.6624).

### **EDUCATION**

- + Continuing education classes are coming soon. Expected to begin mid-year 2012, classes will be affordable with excellent instructors.

### **CONVENTION 2012**

- + July 31–Aug 1, 2012, Westin Savannah Harbor
- + Earn continuing education credits
- + Trade show with 50+ vendors (technology, markets, agency tools)

### **PUBLICATIONS**

- + *Disaster Planning Guide*
- + *Practical Guide to Successful Planning* – An online tool to assist agents in planning efforts within their own agencies and coordinating those plans with the carriers they represent.
- + Association weekly eNewsletter *Newsline*
- + PIA National's *PIA Connection* print newsletter – Award winning publication packed with news and analysis of national issues, published ten times per year.
- + *The MarshBerry Letter*
- + Free subscription to *Rough Notes* magazine
- + *PIA National Agency Marketing Guide* – Hands-on marketing tips from industry experts. Published annually in June.

### **AGENCY DISCOUNTS & SERVICES**

- + Discounted producer licensing services. Available from Sircon and Central Licensing Bureau. For info call 501.664.8044).
- + HR Outsourcing – SCI Companies provide clients with as few as a handful of employees up to thousands of employees with solutions that allow companies to outsource the burdensome administrative workload that is required of the internal human resources function. Contact Craig Lagos 770.623.5088 or 678.427.6926.
- + Discounted member rates on UPS shipments
- + Employee Profiling – Hire the right people with skills and personality testing from OMNIA. Contact Carletta Neal at 800.525.7117, x1226.
- + Perpetuation Central – An online web portal that guides PIA members through the many phases of their business lifecycle.
- + Rough Notes Producer OnLine – Helps identify risk exposures and provides detailed coverage analysis. Save up to \$1,300 in your first year alone when compared to the regular list price!
- + PIA credit cards from Bank of America
- + Consumer Brochures for Your Clients
- + Online data backup and recovery services
- + Agency Agreement Review Service – Available to both PIA members and carriers, provides an opportunity for PIA to advocate for agents when carriers consider changes to their agreements. Staff highlights concerns for members to consider so they can make informed decisions about the agency agreements that govern their business relationships.
- + Discounts on calendar products from Mines Press. For info call 800.447.6788
- + Discounts on car rentals from Alamo
- + Agency Revenue Tools – Boost personal lines sales by engaging in employee worksite marketing using your appointed markets at regular commission rates. Contact Bill Jenkins at 703.518.1363.
- + PIA Branding Program – Write more business by using our print and radio ads, available in English and Spanish.
- + Using the PIA Logo – Putting the PIA logo on your business card, web site, stationery, and signage lets current and prospective clients know that you are a professional worthy of their business
- + PIA Logo Wear – PIA National's online store makes it easy to order clothing and accessories with the PIA logo.
- + Data Protective Services – Remotely monitor and audit data stored on any agency computer to ensure compliance with your agency's data security policy. Monitor location of laptops and lock them down if necessary. Understand and minimize compliance risk.
- + Agency web sites from Emerald – Cutting-edge web site technology tailored specifically for insurance agents.

Benefits are subject to change.

**The Professional Insurance Agents of Alabama**

3805 Crestwood Pkwy NW, Ste 140 • Duluth, GA 30096 • phone 800.233.4902 • fax 770.921.7590 • [www.piaal.com](http://www.piaal.com)



# PIA OF ALABAMA

Your Agents Association

Yes, I want to join!

Annual Dues: \$300

Dues are billed in December for the next annual period, January 1–December 31, and are fully earned upon payment and are non-refundable.

**Eligibility:** Agency must be licensed by the State of Alabama Insurance Department; agency must have at least one licensed P&C agent; ownership of expirations must be vested in the agency; and agency must represent at least one property/casualty company that operates on the independent agency system.

I was invited to join by \_\_\_\_\_ Today's Date \_\_\_\_\_

### Agency Information (please print all information legibly!)

Agency Name \_\_\_\_\_ Year Agency Established \_\_\_\_\_  
DBA (if applicable) \_\_\_\_\_ Agency License # (required)\*\* \_\_\_\_\_  
Agency Principal \_\_\_\_\_  
Physical Address \_\_\_\_\_  
Mailing Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
Phone (include a/c) \_\_\_\_\_ Fax (include a/c) \_\_\_\_\_  dedicated /  not dedicated  
Agency Website \_\_\_\_\_ Agency represents \_\_\_\_\_

### Licensed Staff (Over 5, please list additional staff on back of form or attach separate sheet)

| Full Name  | Birth MONTH/Birth YEAR | NPN** | E-mail |
|--|------------------------|-------|--------|
| 1 <input type="checkbox"/> Mr./ <input type="checkbox"/> Ms. _____ |                        |       |        |
| 2 <input type="checkbox"/> Mr./ <input type="checkbox"/> Ms. _____ |                        |       |        |
| 3 <input type="checkbox"/> Mr./ <input type="checkbox"/> Ms. _____ |                        |       |        |
| 4 <input type="checkbox"/> Mr./ <input type="checkbox"/> Ms. _____ |                        |       |        |
| 5 <input type="checkbox"/> Mr./ <input type="checkbox"/> Ms. _____ |                        |       |        |

**\*\*Include photocopy of current agency license issued by the State of Alabama & photocopy of each staff member's Alabama insurance license.**

### Payment (dues are fully earned when paid and are non-refundable)

Here's my check for \$ \_\_\_\_\_ OR Charge to my  AMX;  Discover;  MasterCard;  VISA

Card No. \_\_\_\_\_ Ex-date \_\_\_\_\_ 3-4 Digit Security # \_\_\_\_\_ Billing Zip Code \_\_\_\_\_

Name on Card \_\_\_\_\_

Signature of Cardholder \_\_\_\_\_

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(form updated 01.13.12)