BIG I CNY

MEMBERSHIP

SUMMER 2019 NEWSLETTER

Promoting the value of **independent insurance agents** in Central New York

BIG I

CENTRAL NEW YORK

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INDEPENDENT INSURANCE AGENTS

"Our mission is to promote the value of independent insurance agencies in Central New York and provide quality programs, education and networking for our members."

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PRESIDENT'S MESSAGE

Mike Crowley
President Big I CNY

Your Big I CNY Board of Directors is an active group working to promote the value of independent agencies and provide programs and events for our CNY members. Our annual June golf tournament was a success with 100 + golfers enjoying Drumlin's East and a delicious dinner with the installation of the Big I CNY Board. Our generous sponsors make the tournament possible; the proceeds will benefit the following local charities:

- *Brady Faith Center*
- *Sleep In Heavenly Peace*
- *Greater YMCA Partnership*
- *MS of CNY*
- *Meals on Wheels*
- *In My Father's Kitchen*
- *Road to Emmaus Ministry*
- *Huntington Family Center*
- *Syracuse Ride for Missing Children*
- *David's Refuge*
- *Honor Flight*
- *Erin's Angels*

Throughout the year, we plan a variety of events and programs including our Legislative Breakfast and Holiday Party and at least one education program. In September of 2018, over 85 CSRs, account managers, executive assistants, office managers and company reps attended the first Big I CNY Agency Employee appreciation dinner. This was the perfect opportunity for agency owners to thank their staff for the critical role they play in their agency's success. Company reps also purchased tickets for their agents and a great time was had by all with a competitive game of trivia following dinner! **Please join us on September 26 at Sky Armory for our second annual Agency Employee Appreciation Dinner. You can register at bigicny.com.**

Our Legislative Chair, Nick Masterpole, also serves on the Big I NY Board of Directors and stays informed on regulations and legislation that affect independent insurance agents. The Big I NY government relations team spent many long days in the capitol in Albany, speaking with lawmakers and coordinating with allies in the insurance industry, working to keep our message at the forefront to block the passage of a number of dangerous bills. These included Unfair Business Practices, Lead Paint Exclusion, Bad Faith and Non-Compete Ban. Beneficial legislation to protect homeowners from unscrupulous roofing contracts passed both the Senate and Assembly and we made strong progress advancing bills to repeal the anti-arson application and eliminate the "diligent effort" requirement for placing many excess lines policies. **If you would like more information, please contact Nick Masterpole at nick@masterpolemurphy.com.**

As we can all agree, attracting (and keeping) young people in our industry is the key to our future success. NextGen is a group of under 40(ish) insurance pros who come together to network, grow skills and give back to the community. As a board, we decided we needed to put more resources towards this group of people. So, we developed a spot on our board for a NextGen Committee Member and nominated Tiffany Larkin. Tiffany and her NextGen Committee's next event is on October 10, where they will host a CE Trivia night at Coleman's. **Please contact Tiffany at tlarkin@delmonicoinsurance.com for more information.**

Big I CNY welcomes new members to join us! **Please have anyone who is interested contact me at mike@crowleyinsurance.com**. We hope to see you at an upcoming Big I CNY event!

Big I CNY **Annual Golf Tournament**

On June 24th, Big I CNY held it's annual Golf Tournament at Drumlins Country Club in Syracuse. Agents, brokers, and company representatives hit the links while helping local non-profits and raising money for the Project InVEST Robert Maher Memorial Scholarship Fund, which helps local Central New York students continue their education in the field of insurance. The event ended with the installation of the 2019-2020 Board of Directors. Overall, it was a great day with beautiful weather! Twenty-seven teams competed and everyone enjoyed a grilled lunch, ice cream on the course, shrimp, and a steak dinner. To view more photos and read a full recap, visit **bigicny.com**.

UPCOMING EVENTS

September 26

Agency Employee Appreciation Dinner

SKY Armory
351 S Clinton St.
Syracuse, NY 13202

Join account managers, executive assistants, office managers, and company representatives at this special evening event! Registration includes a cocktail reception, plated dinner, and trivia.

REGISTER HERE

October 10

CE Trivia

Coleman's Irish Pub
100 S Lowell Ave.
Syracuse, NY 13204

Earn 1 CE credit while having fun and answering CE trivia, hosted by Tim Dodge! There will be prizes, food & drinks, and time to network and connect with your colleagues.

REGISTER HERE

Big I CNY Legislative Breakfast - *November 2018*

Big I CNY hosted its annual Legislative Breakfast on Thursday, November 29th at Bellevue Country Club. Agents came and met elected representatives while enjoying a hot breakfast and receiving updates on critical issues such as cybersecurity regulations, DMV reporting rules changes, single payer health care, WC threshold bill, and scaffold reform.

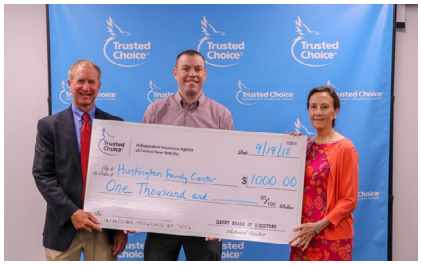
Big I CNY Holiday Party - *January 2019*

Big I CNY kicked off the new year with a fun event that gave back to the community. Proceeds benefited InVEST, which encourages young people to join the insurance industry. They also continued the tradition of collecting new hats, scarves, and mittens for St. Lucy's Church to distribute to families in CNY.

NextGen CNY Networking Mixer - *April 2019*

Young agents in Central New York attended a networking mixer at Sharkey's Bar & Grill in Liverpool. This event, hosted by NextGen CNY, was a great opportunity to network with other young insurance professionals, make connections, and win prizes!

CHARITY



Big I CNY **Gives Back**

Held on September 9, 2018, the third annual Big I CNY Charity Reception was held in the Big I New York office in Syracuse. This event brings together small non-profit organizations that benefit from Big I CNY's annual events.

Each charity received a $1,000 donation from the proceeds of the golf tournament held in June 2018:

- Charity for Children
- Clear Path for Veterans
- David's Refuge
- Greater YMCA Partnership
- Huntington Family Center
- In My Father's Kitchen
- Joseph's House for Women
- Meals on Wheels
- Multiple Sclerosis Resources of CNY
- Presbyterian Homes Parkinson Wing
- Road to Emmaus Ministry
- St. Lucy's Bread of Life

Independent Agents **Advocacy Day**

Independent agents from across the state met in Albany for Independent Agents Advocacy Day. Agents met with lawmakers on several key issues, including increasing the payroll threshold for the Workplace Safety and Loss Prevention Program, repealing requirement to provide 30 days notice to withdraw from NYSIF Workers Comp policies, and opposing single payer healthcare. Agents also called for repeal of the Scaffold Law, auto photo inspection law, and NYC's anti-arson application.

Throughout the day, we met with over 30 state lawmakers, including productive conversations with the Senate and Assembly leadership and chairs of the insurance committees.

Thank you to all who attended and help make this day a success! Already, many lawmakers have indicated they will support or co-sponsor our issues. Our voices are being heard by those in power, but as always, there is more work to be done.

People + Money = Power

In honor of protecting your independence, I'm asking you to contribute to our political action committee. Why? **It's one of the most impactful investments in the future of your independent agency.**

We've had to fight a truly unprecedented number of threats to independent agencies this year:

- a bill that would sharply restrict the use of non-compete agreements;
- a bill that poses an enormous threat to the independent agency system by exposing you to huge lawsuits for imagined or minor grievances; and
- a bill that would devastate the habitational coverage market by banning the use of lead paint exclusions

Fortunately, we successfully beat back these bills and many more. But we need your help to keep fighting.

There's a very simple equation at the heart of politics: people + money = power. Our people have been incredible. Agents came out in force this session, making calls, emails, and letters to the editor that helped us stop the worst bills.

Now, if we want to punch above our weight in Albany, we need supercharge our political action committee too. These funds are critical to helping build and maintain relationships with powerful lawmakers in key positions. It's the difference between being at the table…or on the menu.

So I'm asking you for a $100 or more investment in the future of your agency. It's an unimaginably small fraction of what even ONE of the many, many, bad bills and regulations could cost your agency.

CONTRIBUTE **$100** | CONTRIBUTE **$250** | CONTRIBUTE **$500**

We're committed to protecting the independence of your agency. Please support our fight – both individual and corporate contributions are accepted.

TOGETHER WE ARE BIG I NEW YORK.

Scott Hobson, MPA
Director of Government Relations, Big I NY
shobson@biginy.org
518.708.3247

IAPAC
INDEPENDENT AGENTS
POLITICAL ACTION COMMITTEE

EVENT SPOTLIGHT

GO 2019 BIG

Big I New York leaders, members, and staff recently joined together for Go Big 2019, a new event for the insurance industry held on Tuesday, May 21, 2019 in Tarrytown, New York. This exciting day featured sessions on agency valuation and cybersecurity, a panel of carrier leaders, an industry marketplace, and more.

Sessions included a carrier panel with industry leaders, a cybersecurity session, and a presentation on the internet of insurance. Speaker Bobby Reagan shared insights on what successful agencies have been doing to grow and what they should do in the years to come to succeed and increase agency value.

Big I New York spotlighted excellent performances over the past twelve months by industry members, organizations, and companies. The Industry Marketplace featured a select group of solution providers to help you grow your business. Learn more about each of these companies here - we've got videos of every vendor!

For additional pictures, info on award winners & the new board of directors, a recap video and more, visit: **biginy.org/gobig**

SAVE THE DATE - Go Big 2020

May 19, 2020 | Syracuse, NY

EDUCATION

On Mary's Mind: **Vacations & Home Sharing**

By Mary Byrnes, AAI-M, AU

As vacation season kicks into high gear, vacationers will be looking for places to stay and homeowners may be thinking about entering into a home share opportunity. The insurance practitioner is likely getting calls from insureds asking about renting through a home share or asking if there's coverage if they want to rent their property out.

For homeowners that are looking to rent out their property in a home share arrangement many things need to be considered:

- How does the "business" definition read in the current policy?
- Is there an "other structure' that is rented to others or that a "business" is conducted in? Like a guest cottage or a part of a garage?
- How does the property-additional coverage apply for landlord furnishings?
- On Personal Property-is there a limitation for theft while the home is entrusted to others?
- Are there any property conditions regarding concealment of fraud for this scenario?
- On the Liability & Med Pay sections of the policy is there a business exclusion?
- Check the damage to property of others and concealment or fraud on the liability section.
- Keep in mind that the liability section is only going to cover BI & PD.

There are coverage options available through some of the larger home sharing organizations that might be beneficial.

For the party renting the home of others:

- Is there a hold harmless agreement that must be signed (or clicked on as agreed)? What did it include that the tenant would be responsible for?
- Although the ISO HO 3 form provides personal property coverage while you occupy a home share, if your insured doesn't have an ISO policy, how does the Personal Property apply.
- BI or PD will be covered under the ISO form for your negligence for BI or PD, but what about damage that you might have caused to the property itself while it was in your care? And what happens if there are no handrails on the pool and someone visiting you at the home share slips and falls in the pool, it all comes back again to what did you assume in the agreement and would this really be your negligence?

Probably more of us have rented a home from someone else while on vacation than those that may own a home and be renting it out to vacationers. It's such an economic choice and you can get some really beautiful accommodations, but thinking about it you realize that we should be really mindful of what we're signing and thereby assuming.

For all of the questions posed, it's almost impossible to give concrete answers on coverage because there are so many different forms used by homeowner carriers and the hold harmless variations that might be agreed to.

Best advice: Read the policy forms, ask questions of your underwriters and before you click on the "I Agree" button, read the fine print.

Introducing the Big I NY Members-Only
Guide to Agency Internships

9 Steps to Hiring a Great Intern

Having an intern on staff can be awesome - for both you and your agency.
Hiring a high school or college student to work in your office as an intern is a wonderful recruiting tool for your agency, providing temporary help for your staff and exposing the student to the career opportunities available in an independent agency. It is a win-win! However, we understand that the process of hiring and onboarding an intern can be daunting, so we've created a simple step-by-step guide to help you through it! And, to make things even easier, **we've included sample job descriptions and projects!**

Learn more: BigINY.org/intern

TOGETHER WE ARE BIG I NEW YORK.

Big I New York is **THE** trade association for independent insurance agents and brokers in New York.

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Contact Kathy Lawler
klawler@biginy.org
800-962-7950 ext. 218
BigINY.org/intern

Have a question?
Need assistance?

We've done the research for you!

Are you taking advantage of this member-only benefit? Visit the Answer Center on the Big I NY website, and you'll find research and information on a wide variety of topics including:

- Aggregators & Clusters
- Auto Insurance
- Cybersecurity
- Flood
- Home & Car Sharing
- Licensing
- Record Retention
- Ridesharing
- Scaffold Law
- Sexual Harassment
- Workers Compensation

... and much more!

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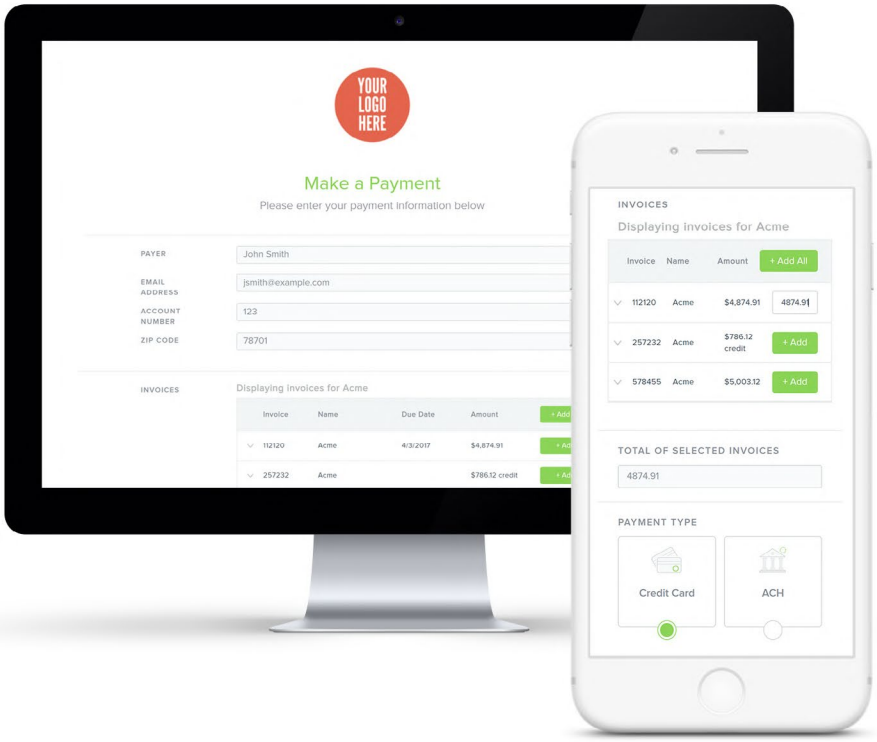
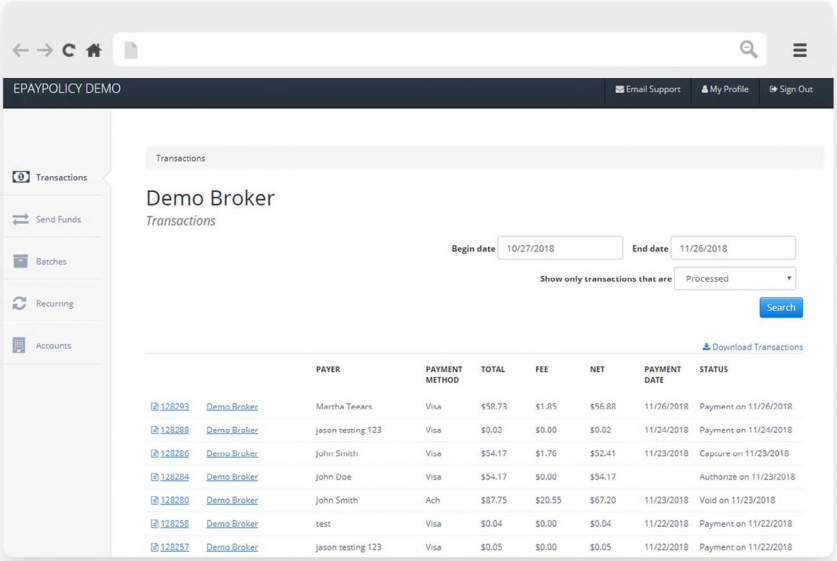




Benefits

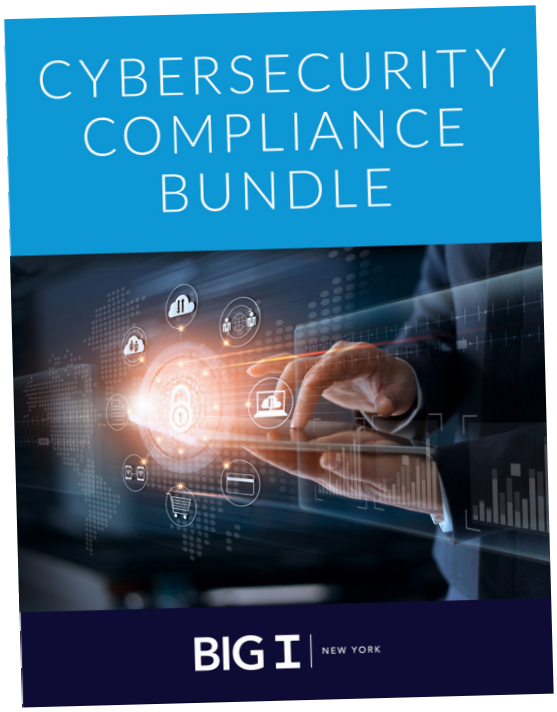
ePayPolicy is the simple, seamless way for your clients to pay you electronically via credit card or ACH.

- Branded payment page included
- Fast signup, no contract
- Transaction fees are passed on to the payer
- Compliant in all 50 states

NYS Cybersecurity Reg Compliance

Big I NY Members - we're here for you! Whether you need info on or help with:

- **Filings -** Individual Exemptions, Limited Agency Exemptions, or Certificates of Compliance
- **Third Party Service Providers -** How to comply with this requirement
- **Customizable Templates -** Templates to help you create your Cybersecurity Policy
- **Video Resources -** A collection of videos explaining the provisions of the law and how to comply
- **And much more!**



One of the greatest benefits to your Big I NY membership is FREE access to our Cybersecurity Compliance Bundle!

The bundle contains a comprehensive set of documents and templates to walk you through every step of complying with the New York State cybersecurity regulations. It even includes editable files that you can customize to meet the needs of your company.

The documents included are:

- **Cybersecurity Compliance Journey**
- **Cybersecurity Policy Word Template**
- **Cybersecurity Policy Word Template TPSP Addendum**
- **Third Party Risk Assessment Guide**
- **Third Party Service Provider Sample Questionnaire**
- **Third Party Service Provider Tracking Template**
- **Device Inventory**
- **Internal Risk Assessment Guide**

It's all available to you! Check out the Cybersecurity page on our website:

BigINY.org/Cyber

These are your PAC dollars at work! Don't forget to support your future:

BigINY.org/PAC

BIG I NY HAS YOUR BACK!

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