



## Insurance Agents and Brokers of Pennsylvania

combines vast industry knowledge and member feedback to develop products and services that deliver value—and distinction—to independent agents in Pennsylvania.

## MEMBER BENEFITS AT A GLANCE

### Insurance Products

#### Errors & Omissions Program

- Coverage for Property and Casualty Agents
- Coverage for Life and Health Agents
- Loss-Control Seminars (approved for loss-control credit)

#### Agents Umbrella

#### Premium Financing

#### Market Options

- Personal Umbrella
- Excess Umbrella Liability
- Home Business
- Workers Comp
- National Flood Program
- Big "I" Markets
- Eagle Agency

### Continuing Education

#### Professional Designation Programs

- Certified Insurance Counselor (CIC)
- Certified Insurance Service Representative (CISR)
- Certified Professional Insurance Agent (CPIA)

#### Online and On-demand Training

#### E&O Loss Control Seminars

#### Special-topic Seminars

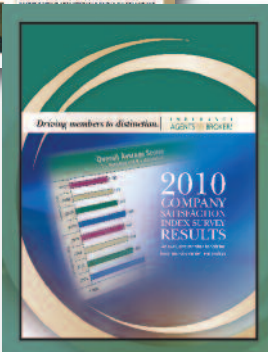
#### On-site Training



INSURANCE  
AGENTS & BROKERS  
OF PENNSYLVANIA

Driving members to distinction.

More products and services listed on the back.



## Advocacy

### Political Action

- Government Affairs
- AgentPAC of Pennsylvania
- Grassroots Action

### Compliance

- Producer Agreement Toolkit
- Fiduciary Responsibility
- Agency Termination
- Contract Reviews
- Industry Affairs

## Publications and Communications

### **Agent Headlines (weekly e-newsletter)**

the first choice of independent agents for relevant industry news

### **Primary Agent (monthly magazine)**

a thought-provoking look at issues affecting the workplace, industry and association

### **Capitol Connection (periodic e-newsletter)**

your direct line to news on government affairs, important legislation and regulation

### **iabgroup.com**

online resources, tools, and information available to members 24/7

### **Social Media (LinkedIn and Twitter)**

LinkedIn group discussions and Twitter updates to keep members in the loop

## Agency Operations

### Employee Management

- HR Solution©

### Business Services

- Financial Services
- Benchmarking
- Car Rental

### Emergency/Continuity Planning

### Marketing and Branding

- Consumer Brochures
- Trusted Choice®

### Start-up Agency Toolkit

### Other Resources

### Company Satisfaction Index Coverage Issues

- Answers from Jerry Milton, CIC

To learn more about any of the products and services listed here, visit [iabgroup.com](http://iabgroup.com) or call our Member Service Center at (800) 998-9644, option 0.