



Local Agents
Serving
Main Street
America™

Learn more about these PIA Tennessee benefits

by visiting www.piatn.com

Business-building tools

In addition to the PIA National tools available; Including PIA Branding Program, DocIT, Agency Revenue Tools, Consumer Brochures, PIA Partnership, Agency Agreement Review, and Employee Profiling services, the PIA of Tennessee has partnered with the following organizations to help your agency:

- ◆ **Sagemark Consulting.** Helping agencies and their business clients develop plans for transfer of ownership. Helping agencies capture their P&C clients' investment and protection products business, thus increasing the agencies retention and bottom-line.



- ◆ **Doulos Financial Consultants.** Gain access to life insurance products and certain captive insurance companies that are not typically available to independent agents. Have a life insurance expert "On your team, but not your payroll."



Doulos Financial Consultants, inc

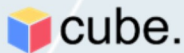
- ◆ **Heartland.** Team up with one of the largest direct payment processors in the US for payroll processing, credit cards payments, point-of-sale systems, lending, and security technology. Help your consumers save on their services with a company that does not offer insurance products and is complementary to the PIA member agency model.



- ◆ **Capital Premium Finance.** At Capital, 'service as unique as a 2\$ bill' is not just a tagline- it's a way of life. Never hesitate to let me know how we are doing.



- ◆ **Cube, LLC.** Whether it is social media marketing, website design, graphic design, or online branding, we have you covered at a discount to PIA members



- ◆ **Agency Mobile App.** Capture the attention of clients through the use of a PIA developed mobile app, customizable for your agency.



PIA & your E&O

At PIA-TN, we're not just E&O professionals, we're the association working to help you. We understand your needs and we know the marketplace. **We have access to multiple markets**, with differing appetites, so chances are we can find the coverage and price that's right for you.



Insurance products

In addition to the PIA National products available; including U.S. Risk Cyber Insurance, Penn National Agency Umbrella, FloodSmart, Hartford Flood, and PIA Trust Group products, the PIA of Tennessee has partnered with the following organizations to provide your agency access to:

- ◆ **Eastern Underwriting Managers** Eastern Underwriting Managers will be offering a worker's compensation program underwritten by RTW Specialty Workers Compensation Solutions.
- ◆ **Buy Umbrella.com** Providing PIA members with access to quote a personal umbrella policies for clients. And because we have many endorsements from Professional Insurance Agents State Chapters, you can confidently use us as a source for personal umbrella coverage.
- ◆ **PIA Cyber Coverage for Your Agency and Your Clients** In addition to standard coverages found on most cyber liability policies and endorsements, the PIA program provides additional crime coverages typically not found in the standard market at rates that are on average 30% less. Additionally, agencies will receive the PIA enhancement endorsement providing even broader coverage.



Events

◆ **2019 PIA Annual Convention and Trade Show.**
“Be the center of it all.”

Join agents from across Tennessee as they share ideas, participate in professional development, hear excellent speakers, build relationships with carriers, and share in the fellowship. June 19th-20th in Murfreesboro, TN.



◆ **Local Chapter Meetings.** Participate in monthly luncheons or dinners with other agents. Listen to dynamic speakers to help you grow in your area of the state, including Memphis, Chattanooga, and Knoxville.

Memphis – Lunch on the 2nd Tuesday (odd months)

Middle TN – Lunch on the 4th Thursday monthly

Chattanooga – Lunch on the 4th Tuesday

Legislative & regulatory outreach

In addition to the PIA National efforts including the PIA Political Action Committee (PIAPAC), Grassroots alerts, PIA Federal Legislative Summit, and the PIA Advocacy Month, the PIA of Tennessee has a Legislative Affairs

◆ **Tennessee Insurance Political Action Committee (TINSPAC).** This non-profit organization helps support us legislative outreach both here in Tennessee, as well as federally. These events help agents keep up to date with legislative actions and participate in the process.

◆ **Day on the Hill.** This event is designed to educate agents, as well as influence legislators in the State of Tennessee.

◆ **Voters Voice.** This system allows agents a simple and effective way of finding out who their representatives are and contacting them to make their views known to the legislators.

◆ **Period Updates.** Don't have time to watch the television or search pending legislation? Let our period reports keep you informed.

Agency management tools

In addition to the PIA National discounts including the Central Licensing Bureau, Prescription Drugs, UPS, Mines Press, and Alamo Rental Cars, the PIA of Tennessee has arranged for the following additional discounts:

◆ **PIA Career Center.** This resource features our Job Posting Center, resume books, and the PIA Hiring Coach.



◆ **Rough Notes subscription.** 

Communication & education

In addition to the PIA National resources available; including PIA Connections newsletter, PIA National website, and the PIA Agency Marketing Guide, the PIA of Tennessee has arranged for the following resources for its members:

◆ **Quarterly Digital Magazines.** Read articles pertaining to our industry and ideas that can help your agency be its best.

◆ **Kaplan Pre-licensing & CE.** Kaplan helps busy professionals obtain in-demand certifications and designations that enable them to advance and succeed in their careers.

◆ **ExamFX Pre-licensing Course.** Pre-licensing just got easier! Online instruction that adapts to your learning style.

◆ **New Employee Training Courses.** Insurance fundamentals for new agency employees. Four online courses for new employees, offering the same benefits as traditional classroom education.

◆ **CPIA.** Offered exclusively through PIA of TN. The first-of-its kind, practical, hands-on training for insurance success. Learn how your agency can build and deliver effective insurance programs, broaden your organization's market reach, and deliver customer service that drives increased retention.

◆ **CLCS** The CLCS Commercial Lines Coverage Specialist designation program was created with the learning needs of new insurance producers, agents, managers, CSRs and corporate staff in mind, it is the most complete professional learning program available for industry professionals seeking to master the subject of commercial lines coverage.

◆ **Professional Development Training.** Learn skills and information to help your agency, while also earning CE credits without the expense of travel and tests.