

# INDEPENDENT INSURANCE AGENTS OF TEXAS

## Helping Members Succeed

From top-notch educational courses to access to competitive markets through IIAT's Advantage Program to helpful online resources and newsletters that keep you informed of the latest industry news and events, IIAT is committed to helping your agency succeed.

## WHAT CAN IIAT DO FOR YOU?

### Stay ahead of the game with educational training

IIAT offers more than 300 days of training annually at regional locations and in agencies.

- Most classes qualify for CE credits
- Classes for both beginning and experienced staff
- Classes taught by experienced IIAT staff members and professional instructors
- View the current education calendar for course listings on: [iiat.org](http://iiat.org) > **Education & Training**

### Discover the IIAT Advantage

Access critical markets without company contracts or large volume commitments with IIAT Advantage.

- Personal lines products for qualifying agents underwritten by Travelers, The Hartford and The Republic Group
- Commercial lines products for qualified agents underwritten by Travelers and Insurors Indemnity Cos.
- Residential and business flood insurance coverage through Travelers
- Stand-alone workers' compensation coverage from Service Lloyds Insurance Co.
- Coverage options for farm and ranch risks through The Republic Group and Stroud National Agency
- For a complete list of IIAT Advantage markets and business partners go to [iiat.org](http://iiat.org)

“Our agency comes in contact with a wide range of services offered by other associations. Standing head and shoulders above all of them is IIAT.”

— Gordon Sorrel

Texas Insurance and Financial Services, Inc., EL CAMPO

### Voice your concerns and be heard

As an IIAT member, you receive professional representation of agents' interests before the U.S. Congress, the Texas Legislature and the Texas Department of Insurance. IIAT is the only association in Texas representing the independent agent voice.

- IIAT's political action committee, IMPACT, is one of the largest in the state, and among the largest insurance industry PACs in Texas
- IIAT's constant communication with the Texas Department of Insurance ensures that your interests are represented as regulations are drafted and rules published
- IIAT proudly spends hundreds of hours each year at the Capitol voicing the concerns and opinions of independent insurance agents

### Get peace-of-mind for your agency

IIAT Insurance Agency offers broad E&O coverage for IIAT members tailored to your agency's needs through Westport Insurance Corp., Fireman's Fund and other carriers.

- Superior E&O coverage through "A" rated carriers and expert customer service
- Employment Practices Liability (EPL)
- Umbrella Liability and Excess E&O Liability

### Get the latest news and information

IIAT keeps you and your staff informed on all issues important to your business and the industry.

- Regular e-Newsletters including Texas Agent, Personal Lines Report, Agency Management Brief, E&O Update and Advantage Advisor
- Quarterly free webcasts that allow your staff to learn about important issues
- A members-only website, [iiat.org](http://iiat.org), that gives your staff instant access to nearly every IIAT service

### Access the power of InfoCentral

Members can access IIAT's premier research library available at [iiat.org](http://iiat.org).

- 14 policy handbooks with detailed explanations
- More than 300 technical coverage articles
- Practical agency management tools
- E&O Loss Control Manual
- Sample forms and letters for effective client communication

### Manage and grow your agency

IIAT provides management tools, training, and expertise that can help your agency succeed in today's challenging regulatory and business environment.

- The InfoCentral reference library includes dozens of articles, downloadable tools and links to valuable agency management and regulatory resources
- IIAT's Hiring Toolkit provides proven techniques for locating, interviewing, hiring and training new employees
- Resources for developing a marketing and advertising program and access to the Trusted Choice® brand

### Did you know?

IIAT also provides:

- Online analysis of standard insurance policy coverage forms
- Client communications and sample letters
- Policy comparison forms and checklists
- Expert advice for reducing your exposure to professional liability claims
- A top-selling license exam preparation study course with exam-simulation software
- Discounted business services from catastrophe recovery to background checks
- Three statewide conferences each year

## SEE WHAT IIAT CAN DO FOR YOU.

For more information, visit [iiat.org](http://iiat.org) or call **800.880.7428**.

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