

## Strategic Alliance 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."


- **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.



## Insurance products

*In addition to the PIA National products available; including CITA E&O, 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:*

- **Utica National E&O.** As the exclusive provider of Errors & Omissions coverage for the state of Tennessee, this product offers a perfect fit for a small to medium size agency which runs slim in manpower and is efficient in work processes.


- **Errors & Omissions Markets.** PIA also provides E&O options through US Brokers Network, US Risk, Business Risk Partners, and Southern Insurance
- **IDShield/Leagal Shield.** Providing our PIA members with products to protect them with legal matters, including consultations, contract review, legal correspondence, and even discounts on trial defense service. ID Shield's comprehensive identity protection service diligently monitors for criminal activity and gives you all you need to keep your identity secure from thieves and fraud. This is a product that is also available for our member agencies to market to their clients and receive commissions on those sales.


- **Personal Umbrella.** Through our relationship with **BuyUmbrella.com**, members can get special discounts and higher commission rates for umbrella coverage.

## Events

- **PIA Annual Convention and Trade Show.** 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 22-23<sup>rd</sup> in Pigeon Forge, TN.


- **Local Chapter Meetings.** Participate in monthly luncheons or dinners with other agents in your area of the state, including Memphis, Chattanooga, and Knoxville.

  - **Memphis** – Lunch on the 2<sup>nd</sup> Tuesday monthly
  - **Middle TN** – Lunch on the 3<sup>th</sup> Tuesday monthly
  - **Chattanooga** – Lunch on the 4<sup>th</sup> Tuesday
  - **Knoxville** – Dinner 4<sup>th</sup> Tuesday ("odd" months)

# Resources

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:

## COMMUNICATION

- **Monthly eNewsletters.** Keep up to date with the changes and upcoming events in Tennessee.
- **Quarterly Digital Magazines.** Read articles pertaining to our industry and ideas that can help your agency be its best.



## 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.



- **Professional Development Training.** Learn skills and information to help your agency, while also earning CE credits without the expense of travel and tests. Nationally-renowned instructors, valuable information, and great tools while sitting at your desk instead of traveling across town.



- **New Employee Training Courses.** Insurance fundamentals for new agency employees. Four online courses for new employees, offering the same benefits as traditional classroom education – reading material, relevant discussion, examinations, and class camaraderie.
- **ExamFX Pre-licensing Course.** Pre-licensing just got easier! Online instruction that adapts to your learning style.
- **Hartford Flood.** With the Flood Insurance Marketing Support Center, a PIA member-only benefit, you have access to training, technology, easy enrollment, competitive commissions, and exceptional service. With Hartford, writing flood has never been easier.
- **PIA Career Center.** This resource features our Job Posting Center, resume books, and the PIA Hiring Coach. Connect with professionals to make them aware of job openings at your agency, connect with prospective candidates, and utilize tools to more effectively hire talent.

# Legislative 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 Committee** which assists in organizing:

- **Tennessee Insurance Political Action Committee (TINS-PAC).** 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.



# Membership Discounts

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:

- **Office Max.** Save up to 25% off your office supply needs.
- **HP Computer.** Save up to 22% off computer purchases for your agency.
- **Cube, LLC.** Social media and online marketing resources, as well as webdesign and project design. Save up to 60% off services as a member.
- **Modern Postcard Printing.**
- **Rough Notes subscription.**
- **Flight Park Airport Parking.**
- **Heartland Payroll and Merchant Services**

