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Agent Newsletter | March 03, 2020



Big “I” Trusted Choice® Marketing Reimbursement

commitment to community

This year's reimbursement program is centered around participation in your community.

We know being active in your hometown is very important and our goal is that this program allows you the potential to do more.

The program offers member agencies the flexibility to promote their agency alongside Trusted Choice® to reinforce the independent agent delivery system. Event promotion must use the Trusted Choice logo or mention Trusted Choice® if doing a radio/television/podcast. If promotional materials reference an agency website, it also will need to have the Trusted Choice® logo on it.

More information and application at <http://bit.ly/2vZPdja>.

Non-Election of Workers' Compensation or Employers' Liability Coverage

The Iowa Division of Workers' Compensation (DWC) is no longer accepting the paper version of Form 14-0175, Nonelection of Workers' Compensation or Employers' Liability Coverage.

This online form must be used to make a nonelection of coverage under Iowa Code section 87.22 when the employer has not been issued a workers' compensation or employers' liability policy.

To file the form:

1. Provide all requested information.
2. The proprietor, limited liability company member, limited liability partner, or partner and authorized representative of the employer must sign the form by selecting the "Signed" in front of two disinterested witnesses, who have no formal or informal affiliation with the employer.
3. You must click the "Submit" button to file the completed and signed form with DWC.

After you complete, sign, and submit the form, you will receive a verification email at the address(es) provided with the information you provided on the form to verify your submission of the form. The information you provided will also be shown on the public list of persons who have made a nonelection of coverage.

For resources relating to nonelections of coverage, follow this link <http://bit.ly/2VjwqtO>.

Apply for the 2020 Dan Fulwider Award

One of the best parts of being an independent insurance agent is the ability to make a difference in your community beyond just insurance. To honor and celebrate the most significant community service accomplishments, Trusted Choice® will be recognizing the agency with the most commitment to their community.

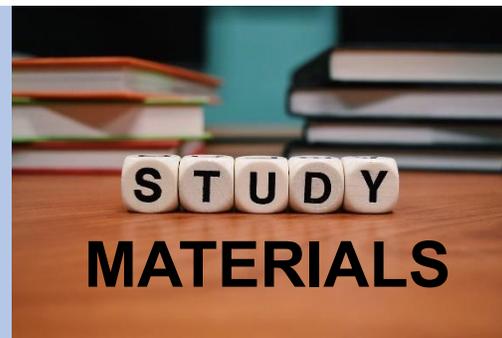
Named in memory of the compassionate Dan Fulwider, an avid philanthropist and former government affairs coordinator and membership liaison for the Independent Insurance Agents of Iowa, the Trusted Choice® Dan Fulwider Award for Community Service recognizes the Big "I" member who has gone above and beyond the call of service to truly make a lasting difference in their community over the past year.

Trusted Choice® will recognize the agent who has shown the most commitment to their community during the 2020 Big "I" Legislative Conference, to take place May 13-15 in Washington, D.C.

The Dan Fulwider Award for Community Service award winner will receive:

- \$2,500 donated to the charity of their choice.
- Paid transportation and hotel accommodations for the 2020 Big "I" Legislative Conference, including one guest.
- Paid meals during their travel.

To learn more or apply, access the application (<http://bit.ly/39233QF>). Applicants must be a member of the Big "I" and submit their application by Friday, March 13. Contact Aaliyah Cuthrell with any questions at Aaliyah.Cuthrell@iiaiba.net.



IIAI offers agent licensing study materials in an innovative package program designed to allow candidates more flexibility and convenience in their exam preparation. Each package costs only \$140.00 and includes an on-demand interactive online 120-day course available 24/7 and study aids, along with a study manual. To order visit our website at www.iiaiowa.org and click on Education/Events – Agent Licensing and then Study Materials.



Insurance Day on the Hill a Success

The Big "I" was represented by nearly 30 agents at the State Capitol for Insurance Day on the Hill which was held February 13, 2020. The rotunda of the Capitol was packed with not only our agents but representatives of our domiciled companies, Insurance Division staff, and many of our state legislators when Governor Kim Reynolds spoke to the group on the importance of the insurance industry throughout our state. The Governor was introduced to the groups by IIAI Board President, John Dalton, and she concluded her presentation to the audience by issuing a proclamation declaring Thursday, February 13, 2020 as INSURANCE DAY IN IOWA. The proclamation was presented to John Dalton by Governor Reynolds. Our group of agents met with Legislative Leaders on a number of issues we are working on right now. The group had many great questions and suggestions for the leaders as we met privately in their offices. Thank you to all who participated in helping make this day a success for all independent agents across Iowa.

Legislative Update

February 21st was the first funnel date up at the Capitol. Two bills that we opposed failed to make it past the funnel. They include SSB-3063, Self-Service Storage Insurance, which would have allowed employees to sell insurance to customers without having to obtain an insurance license or take any continuing education. The second was HF-2183, Auto Insurance Verification Law, which would establish a motor vehicle insurance verification program. Although we are all for people having automobile liability insurance, we feel the program had too many holes in the system which would have allowed for both false positive (you are insured) and false negative (you are not insured).

Also, the Insurance Division's bill which did not make it to the floor in last year's legislative session, has made it through the first hurdle without any opposition. You may remember that included in this bill is a provision which will require finger-printing and background checks for all NEW insurance agents. The bill exempts all currently licensed Iowa agents. Another bill that appears to be advancing through so far this year is the banning of all hand held cell phone devices while driving. A law preventing texting while driving passed a couple years back but this bill goes a step further in an attempt to make it against the law to speak on a hand held device while driving. I will keep you posted on this and all other bills which we are following as the session moves forward.

BUSINESS ANALYTICS SYMPOSIUM

REGISTRATION NOW OPEN
at <http://bit.ly/2w4jLA0>.

The Business Analytics Symposium is the premier analytics event in Iowa, with a great line up of speakers who are on the cutting-edge of analytics. Since 2016, the Iowa State University Ivy College of Business has hosted an annual analytics symposium in downtown Des Moines, designed for analytics professionals who work in finance, insurance, retail, healthcare, marketing, supply chain, and more. Starting in 2019, the one-day event moved to a larger venue to accommodate demand and added a new Executive Track, designed to help executives leverage data and analytics to improve decision making and better lead their organizations.

FY2021 Budget Calls for Deep Cuts to Crop Insurance Program

President Trump released his FY2021 budget and, as expected, it includes significant cuts to the Federal Crop Insurance Program (FCIP). The Big "I" opposes these cuts to the FCIP and—along with its crop insurance coalition partners—issued a statement opposing these dangerous reductions.

While budget proposals are rarely enacted as proposed, they serve as a blueprint for an administration's priorities going forward. That said, this budget proposal would cut the U.S. Department of Agriculture discretionary spending by 8.2% and the FCIP by almost \$25 billion.

The cuts for the FCIP fall into three main categories:

1. A reduction in premium subsidies for a cut of \$21 billion over 10 years.
2. A 12% cap on underwriting gains for a cut of \$3 billion over 10 years.
3. An adjusted gross income (AGI) limit for crop insurance of \$500,000 for a cut of \$652 million over 10 years.

The Big "I" has been an industry leader in opposing reductions to the FCIP and the vital services it provides. In the statement issued by the coalition, it notes that "It's inexplicable as to why the U.S. Office of Management and Budget would target such a critical risk-management tool for budget cuts. The proposed cuts will make crop insurance unaffordable and unavailable for farmers, seriously undermining the farm safety net."

The Big "I" will continue to engage the Trump Administration and Congress on the importance of the FCIP and the critical safety net it provides for our farmers and communities.

CONTENT MADE EASY



Trusted Choice® has released a new monthly member-only social media calendar for YOU who wish to increase business through social channels.

The calendar includes links to a plethora of ready-to-post social media content from the Trusted Choice® library with suggested text to accompany all posts. Content will update monthly with new posts and visuals to reflect relevant topics. Utilize the calendar to strengthen your social media presence and increase engagement with current and potential customers!

Find the calendar and content by following <http://bit.ly/2vfwvno>.

House Committee Marks Up Legislation on Surprise Medical Billing

The U.S. House Committee on Education and Labor marked up H.R. 5800, the "Ban Surprise Billing Act," introduced by Chairman Bobby Scott (D-VA) and Ranking Member Virginia Foxx (R-NC). The legislation passed out of the committee by a vote of 32-13.

The legislation aims to protect patients from receiving surprise medical bills by implementing a federal benchmark payment approach for settling billing disputes. For amounts less than or equal to \$750 (or \$25,000 for air ambulance services), the legislation relies on a market-based benchmark of the median in-network rate for providing similar items or services in the same geographic area. For amounts above \$750 (\$25,000 for air ambulance services), the legislation would allow providers and payers to elect to use independent dispute resolution (IDR) to determine a fair payment amount.

Notably, the legislation also includes a provision on transparency that would require disclosure of direct and indirect compensation for brokers and consultants to employer-sponsored health plans and enrollees in plans in the individual market. This language is almost identical to a provision in U.S. Senate legislation on surprise medical billing, S.1895, the "Lower Health Care Costs Act."

While the Big "I" appreciates the committee's efforts to solve the surprise medical billing problem, we will continue our dialogue with Congress to improve any language in a surprise medical billing package that would require disclosure of direct and indirect compensation for agents. Any new transparency requirements must be workable and practical for our small business members.

Bruce Kelley Retires from EMC

Bruce Kelley, CEO, president and treasurer, has informed the Employers Mutual Casualty Co. (EMC) board of directors that he is retiring in March, 2020 after 35 years with the insurer.

Scott Jean, currently executive vice president for Finance and Strategy, will succeed Kelley. In anticipation of Kelley's retirement, EMC said its board has been working over the last several years on a succession plan.

As part of that transition process now that Kelley has announced a retirement date, Kelley will resign as president and treasurer on Jan. 3, 2020. As of that date, Jean will be named president and treasurer of EMC reporting directly to the EMCC board of directors. On March 11, 2020 Kelley will retire as CEO, and Jean will become president, treasurer and CEO. We would like to thank Bruce for all of his support of the Independent Insurance Agents of Iowa over the years and welcome Scott to his new position.

In Memory of Bob Hanson

Bob Hanson, 86, Milford, Iowa, passed away on February 19, 2020. Bob was a member of IIAI and worked at MHR Insurance. We send our condolences to the Hanson family, their friends and business associates.

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