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BIG I RELEASES UPDATED PPACA TIMELINE *OBAMA ADMINISTRATION PLOWS AHEAD WITH IMPLEMENTATION IN WAKE OF COURT DECISION*

Two years and four months into the implementation of the Patient Protection and Affordable Care Act (PPACA) have seen the enactment of many significant provisions of the new law. In addition, the U.S. Supreme Court's decision striking down the federal government's enforcement powers regarding the Medicaid expansion have set in motion what is likely to be a consequential chain of events. In order to keep association members up to date, Big "I" government affairs has released an updated timeline ([to view the timeline click HERE](#)) of the PPACA highlighting provisions of interest.

As reflected in the timeline, the biggest change to the law of course has been the Supreme Court's ruling on the Medicaid expansion. It is important to note that the decision by the Court did nothing to affect

any of the provisions of the law already implemented, and going forward only made changes to the way the Medicaid eligibility expansion to 133% of poverty level will be implemented in 2014. Essentially the Court did away with the power of the federal government to withhold the federal portion of Medicaid funds in order to force states to comply with the expansion of eligibility for the program.

As mentioned, the implications of the Court's decision have yet to be fully realized, most notably because most states yet to decide how they will react. In addition, in the states that do not move forward with an expansion, this could shift many who would otherwise have qualified for Medicaid under the expansion onto the exchanges. This could increase the amount of consumers who take advantage of the premium tax

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Gray Marion, CAE, Publisher



FUND PROVIDES AID TO MEMBERS FOR DISASTER LOSSES

AGENCIES MAY SEEK ASSISTANCE BY APPLYING TO THE TRUSTED CHOICE® DISASTER RELIEF FUND

It has been a wild few weeks for much of the country with the recent wildfires, record-high temperatures, long power outages, electrifying lightening and a windstorm of epic proportion. West Virginia has been among the hardest hit part of the country.

While every agency and its employees likely had insurance coverage for losses incurred in any of these disasters, it is also likely that some things were uncovered. The Trusted Choice® Disaster Relief Fund may be available to help in those instances.

The Trusted Choice Disaster Relief Fund was established by the IAA Educational Foundation of the Big "I" to assist those who have suffered losses due to natural or man-made disasters. The fund makes cash grants to those in the insurance industry, including Big "I" members, their agency staffs and others to pay for immediate or ongoing financial needs when other funding sources such as insurance and other grants are not available.

It is also used to fill a gap until other funding sources can be accessed, as well as to provide insurance agents with supplies and resources to aid victims and surviving family members in their communities.

If you or someone in your agency suffered a loss that meets the fund's guidelines, please submit a grant application today. Should you have any questions, please contact Madelyn Flannagan at madelyn.flannagan@iiba.net.

Click [here](#) for the Trusted Choice Disaster Relief Fund guidelines.

Click [here](#) for an application.

If there is anything else that your association can do to lend a hand in these difficult times, please don't hesitate to contact me at gmarion@iawv.org.

BIG I RELEASES UPDATED PPACA TIMELINE

(CONTINUED FROM PAGE 1)

credits to purchase subsidized insurance, possibly increasing the cost of the new law to the government.

Among the many provisions already implemented are the so-called September 23rd reforms (from 2010), which include requiring plans to allow young adults up to age 26 to remain on their parents' plans and the prohibition of consideration of pre-existing conditions of children. Also, the detrimental Medical Loss Ratio regulations have been in effect since January 1, 2011 and have led to cuts in agent compensation ever since. In addition, as noted in the timeline there are many other provisions of interest already in effect such as new restrictions on Flex Spending Accounts as well as first steps toward the filling in of the "doughnut hole" for Medicare Part D beneficiaries.

The implementation of the PPACA is such that we have yet to hit the most consequential portions of the law. 2013 is when some of the more detrimental tax increases on small businesses take effect, such as the 0.9% increase on wages for certain taxpayers as well as the 3.8% increase on investment income.

2014 is a landmark year in that this will be when provisions will be implemented on guaranteed issue, the individual mandate, the employer mandate, exchanges, and the Medicaid expansion. Implementation of the law is scheduled to wrap up in 2018 with the so-called "Cadillac tax".

With almost six years of implementation remaining and controversy surrounding the law's existence still at a fever pitch, further changes to the law are still a possibility. Watch your agency e-mail and the West Virginia Insuror for additional updates on this critical issue.



NCCI PROPOSES DECREASE FOR WC LOSS COSTS IN WEST VIRGINIA

On July 18, 2012, the National Council on Compensation Insurance (NCCI) delivered a workers' compensation loss cost filing to the West Virginia Offices of the Insurance Commissioner. Based upon its review of the most recently available data, NCCI has proposed an overall average workers' compensation loss cost level change of -9.1% to become effective November 1, 2012. In addition, NCCI will be filing a -14.3% decrease in the residual market as part of the November 1, 2012 filing.

Voluntary Loss Cost Filing Components	Impact
Experience and Trend Change	-11.3%
Impact of Change in Maximum Weekly Benefit	+0.8%
Offset to Reflect the Impact of Approved Item B-1425 (Employers Liability Increased Limits)	+0.3%
Offset for the Change in the Maximum Minimum Premium	0.0%
Loss Adjustment Expense Change	+1.3%
<i>Proposed Overall Average Voluntary Loss Cost Level Change</i>	<i>-9.1%</i>

Assigned Risk Rate Filing Components	Impact
Proposed Overall Average Voluntary Loss Cost Level Excluding Loss Adjustment Expense Change	-10.3%
Change in the Assigned Risk Loss Cost Differential	+3.8%
Change in Assigned Risk Expenses	-8.0%
<i>Proposed Overall Average Assigned Risk Rate Level Change</i>	<i>-14.3%</i>

Two primary drivers of the proposed loss cost level change are:

1. West Virginia claims experience has significantly improved in the most recent year.

The experience base used in this filing, calendar-accident years 2010 and 2011, reflects improvement in workers' compensation experience versus the experience base used in the prior West Virginia filing effective November 1, 2011 (calendar-accident years 2009 and 2010). This improvement is largely attributable to better than anticipated experience for calendar-accident year 2011, but is also impacted by declines in the observed loss development factors between this year's and last year's filings.

2. Switch to West Virginia-specific data in determining the Loss Adjustment Expense provision

In prior NCCI filings in West Virginia, data from regional states was employed in determining the change in Defense and Cost Containment Expense (DCCE), which comprises a majority of the Loss Adjustment Expense provision. With two full years of data available subsequent to the opening of state's workers' compensation market, a DCCE provision based on West Virginia-specific data was employed resulting in an increase of 1.3% in the provision for Loss Adjustment Expense.

Determination of Classification Loss Costs

Prior to July 1, 2006, rates for 94 group codes were calculated annually in West Virginia. With the July 1, 2006 filing, the NCCI classification system was implemented in West Virginia and advisory loss costs for 477 classifications were determined. Due to the transitioning to a broader classification system, along with the introduction of standard classification exceptions, NCCI was unable to utilize its standard method for calculating classification loss costs. Therefore, an alternative methodology was employed, which used data from seven states located near West Virginia. In this filing, NCCI is implementing its standard methodology for calculating classification loss costs as sufficient West Virginia data is now available under the NCCI classification plan. As part of the transition to the standard approach, NCCI has reduced the percentage a classification can increase or decrease from its associated industry group change to 15% for this filing.

Residual Market

In 2011, the West Virginia residual market saw substantial growth. Policy counts grew from 885 to 1,325, an increase of 50%. In addition, calendar year premium grew from \$7.4M in 2010 to \$10.4M in 2011, a 41% increase. As a result of a competitive bid process conducted during 2011 for West Virginia, the weighted-average servicing carrier allowance decreased from 25.42% of net premium to 21.21%, which contributed the bulk of the 8.0% decrease in the assigned risk expense provision.

Overall

This is the seventh consecutive overall average loss cost level decrease filed in West Virginia since the conversion from a Monopolistic state fund to private competition. Assuming this filing is approved as proposed, the cumulative impact of loss cost level changes since 2006 will be -40.4%.

We Build Bridges

GUARD
INSURANCE
GROUP

Specifically, we see WORKERS' COMPENSATION coverage as a chance to build bridges among our agents, policyholders, injured employees, and medical providers – to make sure all parties are working together to achieve the best possible results *for everyone!* (Service, of course, is the base upon which our bridge is built.)

To learn more about us and agency appointments:
**Visit www.guard.com/apply OR
 Call 1-800-673-2465, ext 4567**



NOTE FROM THE PRESIDENT

James Myers
President
CityInsurance Professionals
james.myers@cityinsure.org

It's been a tough several weeks for West Virginia, and most of us are still working with issues based on the aftermath of the June 29th storms. From damaged property to the huge amount of clean up required it will surely be the most expensive storm to hit WV. I myself was stuck on a golf course and was required to perform some creative driving techniques in a golf cart, but fortunately survived the incident without injury. I understand the current concern is regarding what effect this will have on our electric bills and I assume an increase is on its way.

In the month of August all WV regions for the IIAWV will be having their regional meetings and would ask that all attend in their respective regions. The schedule that appears in this Insuror will apply so please make plans to attend. These meetings are a great chance for you to have direct input into the operation and direction of our association. I will be attending mine and I hope to see every member agency in Region 5 represented. I hope each of you will attend the meeting in your region.

Speaking of getting our community together, don't forget to mark your calendars as Annual Convention is coming Oct 7 - 9 at Glade Springs and as always Mr. Marion will have an excellent program prepared. Watch your e-mail and the Insuror for more details on convention in the coming weeks.

If you read the papers and watch the television news, you know that West Virginia's elections are heating up. I know that most of us would rather not even have to think about politics and elections but, we need to keep in mind what is at stake. We are about to decide on new leaders from the President of the United States to local city council races. Here in West Virginia, there is a US Senate race, a race for Governor (by the way, just in case you have forgotten, the winner of this race will select the next Insurance Commissioner and decide whether or not our state establishes a health insurance exchange and who sits on its Board), a (hopefully) new Attorney General, a new State Treasurer, seventeen State Senators and one hundred Delegates. There is a lot at stake here. The IIAWV continues to be approached by candidates for endorsements and financial support. We need to be able to help our friends and supporters. Won't you please pitch in and make sure you send a check to contribute to the WAPAC fund today. There is a WAPAC contribution form in this Insuror or you can contact Gray Marion at the association offices for information on how to contribute. Your help will be greatly appreciated.

Finally, thank you to all of our member agencies for your timely second half membership payments. We appreciate your continued support. We are pleased to be able to continue to provide you and your staffs with access the fantastic outstanding resources available through the IIAWV. These valuable products and services are just a few of the reasons that your association is widely recognized and respected as West Virginia's voice of the independent insurance agent community. Thanks again for helping us make it so.



NOTE FROM THE CEO

Gray Marion, CAE
IIAWV Chief Executive Officer
gmarion@iiawv.org

Wow! Half of the way through the Summer and no let up in either the heat or in business. Heading into the second half of the year, the association's agenda remains busy and productive.

If you haven't noticed, the West Virginia Insuror has a noteworthy new look and greatly enhanced functionality. Re-designed to look more like a magazine, the Insuror will now function like one as well allowing readers to go directly to articles of interest rather than have to wade through the entire edition. Web links contained in articles and advertisements are distinct and functional. Columns (like this one) are appearing more regularly and the variety and quality of articles has never been better. All we need now is more readers. Publishing statistics tell me that achieving an "open rate" of 20% or more for a publication like the Insuror is considered to be "good" by most standards. Ours is about 23-25%. I would really like to get it up around 33% or more. So, to do that, we need your help. Please take the time to open the Insuror and at least skim through the articles. Even better, please send a note around your agency reminding your producers and staff to do the same. This WILL NOT be a waste of your time or theirs. There is valuable information in every edition of the magazine. The articles and notices that appear in the Insuror can help your agency both save and make money. Give it a try and let's see if we can't crack the 30% barrier for this edition. One last note about the Insuror, I encourage any reader to send me a note and let me know what you think of the Insuror. If you have ideas for articles or news about you or your agency staff that you think the independent agent community will be interested in, send it in. If it isn't illegal, we'll run it.

Another communications matter of interest this week is the association's Facebook page. Didn't know we have one, did you? We do and you can find it by visiting the IIAWV website at www.iiawv.org and clicking on the Facebook icon on the front page. We have nearly one hundred "friends" and would love to have more. How about you?

In August, we will be holding our regular Summer schedule of regional meetings across West Virginia. These sessions are great ways for member agents to be briefed on what's going on in the insurance business generally and the association in particular. Some of the meetings are over lunch (which is free to attending agents) and some are over cocktails at the end of the day (also free to member agents). These sessions generally run no longer than

(continued on page 6)

IIAWV REGIONAL MEETINGS SCHEDULED FOR AUGUST

MEMBER AGENTS! PUT YOUR MEETING ON YOUR CALENDAR NOW!

The IIAWV has scheduled its annual series of regional association membership meetings. Gatherings are scheduled to begin over lunch in Martinsburg on August 1 and end with lunch in Bridgeport and dinner in Wheeling on August 15. A complete schedule of this year's meetings appears in this edition of the West Virginia Insuror.

Attending member agents will get the latest news on this year's state and federal elections, a status report on the implementation of the state and federal government healthcare reform effort and much, much more including an update on the association's Trusted Choice branding and ProjectCAP digital marketing programs.

The Regional Meetings are also an opportunity to participate in the association's leadership selection process. Member agents who attend the Regional Meetings in Regions 1, 2 & 7 will also be electing regional representatives to the IIAWV



Board of Directors. At all of the meetings, attending Member agents will also be able to offer nominations for the office of IIAWV Vice-President. The formal election for that office will be held during the IIAWV Annual Convention which will be held at the Resort at Glade Springs in October.

The IIAWV Regional Meetings are open to all IIAWV member agents and each member agency is asked to encourage member agents to attend. The Regional Meetings last approximately ninety minutes and there is no charge of any kind for member agents to attend.

For more information on IIAWV Regional Meetings, please contact IIAWV CEO Gray Marion at 800-274-4298 or via e-mail at gmarion@iiawv.org. Member agents may also contact your Regional Representative to the IIAWV Board of Directors. Contact information for Regional Representatives can be found on the front page of the association's website at www.iiawv.org.

2012 IIAWV Regional Meeting Schedule

Region 1

Wednesday | August 15, 2012 | 5:30 pm
Generations | National Road | Wheeling, West Virginia
Contact: Tim Reed - 866-695-9040
Valerie Toney - 800-274-4298

Region 2

Wednesday | August 15, 2011 | 12 pm
Pete Dye Golf Club | Bridgeport, West Virginia
Contact: Gray Marion or Valerie Toney - 800-274-4298

Region 3

Wednesday | August 1, 2012 | 12 pm
Ruby Tuesday's | Martinsburg, West Virginia
Contact: Doug Arndt - 304-263-6906
Valerie Toney - 800-274-4298

Region 4

Wednesday | August 8, 2012 | 5:30 pm
Parkersburg Country Club | Vienna, West Virginia
Contact: John Bailey - 800-926-8347
Valerie Toney - 800-274-4298

Region 5

Wednesday | August 8, 2012 | 12 pm
Berry Hills Country Club | Charleston, West Virginia
Contact: Rick Higginbotham - 304-357-4520
Valerie Toney - 800-274-4298

Region 6

Thursday | August 9, 2012 | 12 pm
Guyan Country Club | Huntington, West Virginia
Contact: Bernie Riddle - 304-675-4067
Valerie Toney - 800-274-4298

Region 7

Tuesday | August 7, 2012 | 12 pm
Cobb Room, Golf Clubhouse
The Resort at Glade Springs | Daniels, West Virginia
Contact: Bill Miller - 304-253-4444
Valerie Toney - 800-274-4298

Visit us online!

www.iiawv.org

THINGS YOUR AGENCY NEEDS TO KNOW ABOUT BIG "I" MARKETS

IIAWV MEMBER AGENCIES CAN ACCESS PRODUCTS AND SERVICES CATALOGUES ONLINE

Big "I" Markets is an exclusive IIABA member benefit. But what exactly is it, and how can you and your agency plug in to the power? Here are the answers to the top three frequently-asked questions about Big "I" Markets:

What is Big "I" Markets?

Big "I" Markets is the IIAWV member agent's gateway to specialized insurance products and services from select insurance company partners with no access fees, no volume commitment, and no software needed beyond basic Internet access. All you have to do is log into the **Big "I" Markets** system to submit a quote, review underwriting and coverage details, and download important tools and resources.

How do I sign up?

Big "I" Markets now offers **ONLINE REGISTRATION**, so you can register in just minutes!



Where can I get my username and password?

IIAWV member agents can obtain their Big "I" Markets Username or Password by **Clicking Here** and we'll send it to you in instantly!

What products are available?

With a username and password, you can log into www.bigimarkets.com and explore the product offerings from well-known and highly rated companies—such as Travelers, The Hartford, and Selective Insurance—available in your state. All Big "I" Markets products available for member agents to access are displayed in the Big "I" Markets system. It is that easy! Whether you are registered as an appointed sub-producer or not, IIAWV members can browse product availability online.

For more information, contact the Big "I" Markets team at (800) 221-7917 or bigimarkets@iiaba.net or call Valerie Toney at 800-274-4298.

NOTE FROM THE CEO

(CONTINUED FROM PAGE 4)

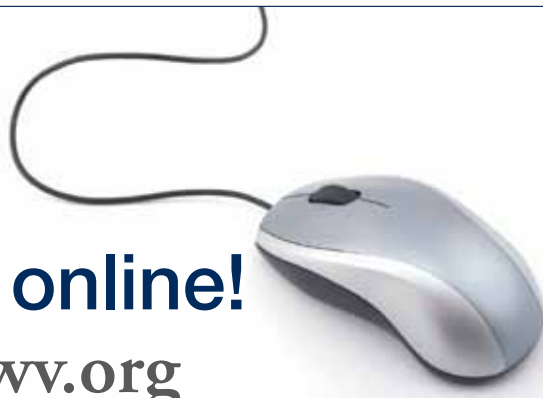
ninety minutes. Check out the schedule that appears in this Insuror and plan to attend the meeting in your area. Come to your regional meeting and when it's over, tell me what you think of it. I'll bet you get a lot out of it, including a free lunch or a free drink.

One of the items on our agenda for the Summer is the beginning of the association's leadership selection process for next year. Association regions 1 (Wheeling) 2 (Morgantown) and 7 (Beckley) will be electing new Regional Representatives. Nominations will also be taken for the position of IIAWV Vice-President. This will

be one of your best opportunities to help determine who leads the IIAWV for the next couple of years. If you don't vote

Thanks for taking the time to read this column. Please let me hear from you.

Visit us online!
www.iiawv.org



SLUGGISH SALES? HIGH E&O EXPOSURE?

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VRC Facts

Active ingredients:

- Commercial and personal risk assessment tools (Exposure identification surveys and coverage checklists)
- Coverage reference resources and proposal tools (PF&M, ACORD forms, insurance glossary)
- Marketing and prospecting tools (Client letter templates and web site content)

Use:

Use liberally for relief of lethargic agency sales and lack of producer confidence.

Dosage:

Subscribe annually (or get four years for the price of three). Available online 24/7.

Side effects:

- Dizzying improvement in knowledge and professionalism of agency staff.
- Innoculation against E&O claims from failing to offer proper coverage or identify customer exposure.
- Rejuvenated content to market your agency's services.

Warning: Prolonged exposure to VRC will result in agency success.

*Available for purchase exclusively to Big "I" members
over the counter at www.iiaba.net/VRC.*





VIRTUAL RISK CONSULTANT HELPS MAKE YOU A CONSULTANT

EXPLORE WEALTH OF MATERIALS AVAILABLE BY CATEGORY

Use the Virtual Risk Consultant (VRC) to help present yourself to clients as a risk manager, distinguishing you from all the other agents who are just focused on selling price. This approach can even apply to run of the mill BOP risks.

Take for instance a typical prospect that would be eligible for the Travelers Select Account Store Pac product. While hundreds of classes are eligible, we'll use a flower shop for this illustration.

When logging into the VRC you'll see the heading "risk exposure assessment tools" and then click on "commercial lines risk exposure evaluation system." There is a large menu of lines of business to choose from. Pick retail stores and the VRC gives a general overview of the types of exposures most retail stores typically face.

Retail stores are susceptible to premises liability claims because of customer traffic but large department and specialty stores are more susceptible than most. All retail stores have significant property exposures. The on-hand stock represents a considerable investment but the amount on hand fluctuates seasonally. For this reason, physical damage insurance on this property must be arranged carefully. When the insured occupies a non-owned building, insurance coverage must be arranged for the insured's interest in extensive improvements and betterments made to the premises. Crime insurance, in the form of employee theft and money and securities coverage, is also very important.

Then you are given a choice of selecting a specific type of retail store to learn more about. After clicking on the "Florists" tab you will see four steps needed to show up at a florists' equipped to act as their risk consultant. Those steps are shown below.

Category: Retail Stores Risk: Florists

Step #1: Understanding the Risk: This section of the VRC provides a summary of operations and an explanation of areas of exposures to evaluate for the risk to be insured. Also included

are minimum coverages to offer and other types of coverages to consider as well. **Here is a closer look.**

Step #2: Exposure Identification Survey: You can then build a questionnaire to review with your customer designed to assist in revealing client exposures and uncover potential coverage gaps. The information serves as a guide in developing an insurance program to meet the client's needs. The questionnaire is a supplement to the ACORD forms, not a replacement for them, so the ACORD forms must also be completed and used. **Here is a closer look.**

Step #3: Proposal Assistant: The proposal assistant provides concise definitions for all coverages included in your customer proposal. The proposal assistant offers a comprehensive list of commercial lines coverages with succinct definitions to enhance customer understanding at the point of sale. It also offers links directly to the appropriate ACORD forms and more in-depth coverage analysis from PF&M.

Step #4: Customer Coverage E&O Checklist/File Documentation: Get a printable coverage E&O checklist complete with a client/agent signature block to use with your customer to document coverages recommended and rejected by the customer. Important: Keep signed customer E&O coverage checklists with the client file as documentation should a claim occur. **Here is an example.**

You might be thinking that a BOP isn't worth getting that technical—but think again. The VRC does almost all of the work for you. It takes only a short time to do your homework with the VRC. And this is just the tip of the iceberg. **Here is how you can learn more about the VRC.**

For additional information about the Virtual Risk Consultant, call Valerie Toney at 800-274-4298 or contact her via e-mail at vtoney@iiaawv.org.



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Learn more at www.iiaba.net/Flood, or contact Big "I" Flood Program Manager Linda Mackey at linda.mackey@iiaba.net or (800) 221-7917. Let us explain how we operate in, above, and outside the NFIP!



IIAWV OFFERS "FLOODSMART" BIG "I" FLOOD AGENT GUIDE

FloodSmart Agent Guide Provides Tips On "Speaking Flood"

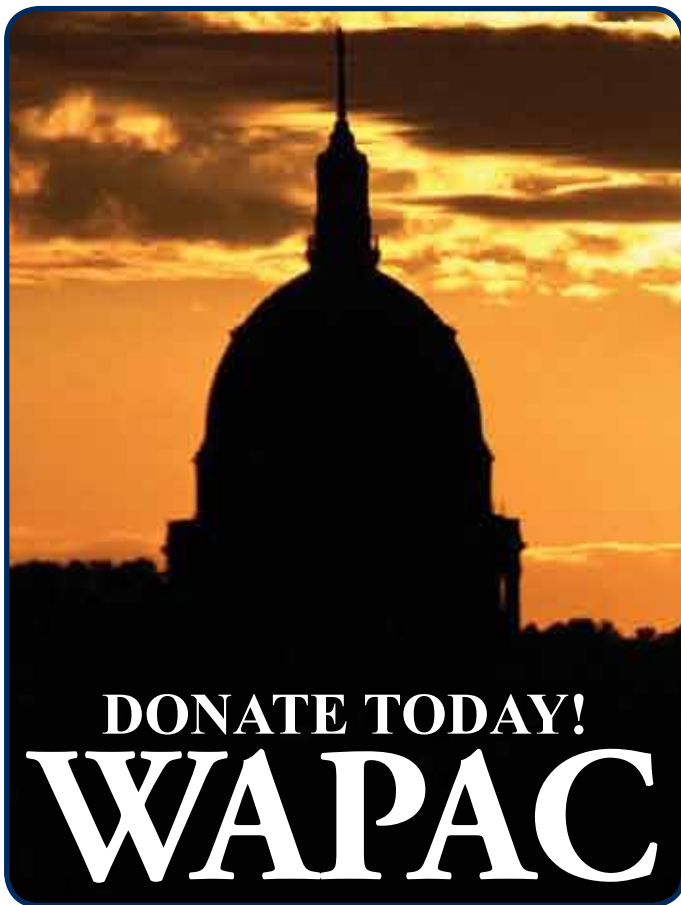
Every licensed property insurance agent having earned 3 hours of Continuing Education credits on flood insurance can sell flood insurance through the National Flood Insurance Program (NFIP) or one of the 82 Write-Your-Own carriers. But flood insurance has a special language – and requires specific sales knowledge. That's why the FloodSmart Campaign developed the **Agent's Guide**.

The Agent's Guide covers:

- Why an agent should sell flood insurance.
- Definition of a flood.
- Differences between Homeowners and Flood insurance.
- Flood insurance policy – what's covered; what's not.
- Key talking points for clients.
- Common client misconceptions and how to overcome them.
- Other agent tools and branding templates.
- FloodSmart Agent Programs to help build your business.

This helpful guide and much more to help you grow your business by flood insurance sales is available from the IIA of West Virginia or at Agent.FloodSmart.gov. Big "I" Flood helps member agents with market access, education and advocacy.

Visit: www.iiaba.net/flood for more on how Big "I" Flood can help you *In, Above & Outside of the NFIP!*



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NATIONWIDE INSURANCE SAYS IT WON'T COVER GAS DRILL FRACKING EXPOSURE

SOURCE: THE STATE JOURNAL

Nationwide Mutual Insurance Co. has become the first major insurance company to say it won't cover damage related to a gas drilling process that blasts chemical-laden water deep into the ground.

Nationwide spokeswoman Nancy Smeltzer said July 12 the Columbus, Ohio-based company's personal and commercial policies "were not designed to cover" risk from hydraulic fracturing, or fracking.

The process injects chemically treated water into wells to fracture shale thousands of feet underground and release gas or oil. There are rich shale deposits in parts of Pennsylvania, New York, Ohio, West Virginia and elsewhere.

Health and environmental groups claim fracking can contaminate drinking water. The gas industry says it's safe if done properly.

Nationwide says risks involved in fracking operations "are too great to ignore" and apply to policies of commercial contractors and landowners who lease property to gas companies.



KENTUCKY GOVERNOR TO CREATE HEALTH EXCHANGE

Kentucky Governor Steve Beshear has alerted the federal government of his intention to create a statewide health insurance exchange to help Kentuckians find affordable coverage.

In mid-July, Beshear sent a letter last week to Health and Human Services Secretary Kathleen Sebellius informing her of his plan.

In that letter, Beshear said he has been contacted repeatedly by people wanting Kentucky to create its own exchange. His declaration makes Kentucky the 16th state to commit to an exchange.

Beshear had announced previously that he would move ahead on an exchange after the U.S. Supreme Court upheld the federal health care overhaul.

The exchange will allow people to comparison shop online for insurance. The federal government will create exchanges starting in 2014 for states that do not develop their own.

Download the new Project CAP / Trusted Choice mobile app at the iTunes Store!



Update Your Association Profile!



CLICK HERE!

5 minutes of your day to update your profile could lead to significant revenues going forward.

WAPAC Contribution Form

WAPAC West Virginia Agents Political Action Committee

The West Virginia Agents Political Action Committee (WAPAC) is a political action committee established by independent insurance agents. WAPAC was established to provide independent insurance agents with a mechanism to support candidates for the West Virginia House of Delegates and State Senate, judicial candidates at the Supreme Court and Circuit Court level and candidates for statewide office such as Governor and other Council of State candidates who share our membership's business philosophies.

Please print neatly.

Full Name

Address

City

State

Zip

WAPAC is required by law to report the following information for all contributions over \$250.

Occupation

Employer

Enclosed is my contribution for \$ _____

- Personal Check (made payable to WAPAC)
 Personal Visa | MasterCard | American Express

Account Number

Cardholder Name (as listed on card)

- Check if address is same as listed above.

Billing Address

City

State

Zip

Signature

____/____/_____
Date

Contributions to WAPAC are not deductible as charitable contributions for income tax purposes.



Please return form and payment to:
WAPAC, c/o IIAWV
PO Box 1228 | Charleston, WV 25324-1226

SURVEY FINDS LESS THAN HALF OF RENTERS HAVE RENTERS INSURANCE

SOURCE: ALLSTATE INSURANCE COMPANY

A new Allstate survey found that the number one concern for renters is fire damage.

The survey also revealed that 54 percent of renters say it would take three or more years to replace everything they lost if they didn't have insurance, yet only 45% of U.S. renters have renters insurance policy to protect their personal possessions and collectibles.

Perform company comparison and benchmarking analysis and review financial data with Best's Insurance Reports® – Online via BestLink®. Detailed reports are presented on thousands of property/casualty and life/health companies in the United States, Canada, and around the world. Learn more at www.ambest.com/sales/bir.

"It's important for renters to know that their landlord's insurance most likely will not cover the tenant's personal belongings. A landlord may have coverage that can help cover the cost of structural damage to the dwelling if the unexpected happens, but renters may be faced with significant replacement costs for their furniture, clothes, electronics and other belongings," said Keith Rutman, vice president of Allstate's Consumer Household unit. "The average renter owns about \$30,000 worth of possessions, and a renters insurance policy can help cover losses due to common perils like theft, fire and smoke, vandalism and water damage."



A renter's insurance policy can help reimburse you for the cost to live in a hotel or another rental unit if you are temporarily forced out of your rental dwelling due to repairs. Renters can opt for additional liability protection and guest medical coverage in case someone gets injured.

Additional findings from the survey include:

- Thirty-two percent of renters made two or more major household purchases in the past two years.
- Only about a third of renters have completed a home inventory to catalog their possessions, compared to 44 percent of homeowners.
- Twenty five percent of renters use a home security system compared to 44 percent of homeowners.
- Eighteen percent of renters have a coin collection, 12 percent have a shoe collection, nine percent collect jewelry and eight percent collect art or paintings.

The survey of Americans age 18 and over was conducted by phone December 3-6, 2011, among a nationally representative sample of 1,000 American adults. The margin of error for the national sample of residents is +/-3.1 percent. The survey was conducted by FTI Consulting, Inc. (FTI) for Allstate.

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- Leading Through Tough Times
- How Are Top Companies Selling Through These Tough Times?
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- How to Develop the Future Executives of Your Organization
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(CONTINUED FROM PAGE 12)

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