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 **IIAM Video Blog**
 by Keith Nelson, CIC



Is This Your Opportunity to Lead? Big “I” Committees

by Bob Biskupiak, CPCU, CIC, IIAM Executive Director

The Montana Big “I” is guided by a Governance Board comprised of volunteer leaders from the Independent Insurance Agents Association, Public Risk Insurance Management, Montana Insurance Education Foundation and representatives from the Young Agents Committee.

We are always interested in knowing if our member agents are interested in serving on these boards.

There are several additional opportunities for you to develop and demonstrate your leadership to the insurance profession. We’re looking for agents interested in participating on the following committees:

Legislative Committee - With the 2015 Legislature just around the corner, we need to present a roster of agents interested in serving on this committee to the IIAM President for approval.

We have already started to the process of drafting bill language and providing important feedback on insurance related bills.

The main commitment for a member of this committee is to prepare and participate in weekly or bi-weekly conference calls once the legislature begins. Please let [Bob Biskupiak](#) know if you are interested in serving on this committee.

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Surplus Lines Committee – In the past year, the MSLAA (the Montana Surplus Lines Agents Association) was dissolved to reflect the changing role of agents and the association in surplus lines segment of our business. Yet there is still important work to be done. We believe it can be more effectively accomplished in a committee structure.

The Surplus Lines committee will tackle issues and provide input to the Commissioner of Insurance and Securities, such as the Approved Risk List.

Members of this committee will be made up of surplus lines agents and surplus lines wholesalers. If you are interested in serving on this committee, please let [Bob Biskupiak](#) know.

Young Agents Committee - This is our most robust and active committee. The annual Leadership Conference is proof of how important the YAC is to our industry's future. Last year the Big "I" was able to send four young agents to the National Legislative Conference in Washington DC.

The generally accepted definition of a Young Agent is under 40 years old or in the insurance industry for less than 5 years. If you are interested in serving on the YAC committee or simply being more involved in their activities, please let [Bob Biskupiak](#) know.

Giving back and investing in the future of the insurance industry is critical to a prosperous future. I challenge all insurance professional to consider how they can make our profession better.

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count on



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E-Signatures: The Vendor Angle

Second in a three part series by the Agents Council on Technology

Interest in and discussion of electronic signature functionality is on the rise. Greater producer and customer mobility, technology-driven geographic agency market expansion, the quest for efficiency gains and, of course, increased customer expectations are fueling increased attention.

We're clearly making headway in the adoption of e-signatures. Carriers are getting on board. Agents and brokers are implementing tools from third-party vendors. And agency management system providers are integrating e-signature capabilities.



Here are integrations we're aware of:

- Xanatek has partnered with [InsureSign](#) to offer [XanaSign](#), an e-signature functionality that allows its software users to serve their customers anywhere, anytime.

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- Vertafore penned a [deal](#) to make [DocuSign's](#) e-signature solution widely available from within its Vertafore Agency Platform, AMS360 Online and, later this year, Sagitta suite of products.
- Strategic Insurance Software (SIS) offers [Outlook integration](#) with RPost in its management system, and offers [information](#) on its website about e-signature providers DocuSign and [Silanis](#).
- QQ Solutions, as part of their “making life easier” philosophy for its customers, has partnered with e-signature provider InsureSign for QQcatalyst, QQ’s cloud-based system allowing for an easier and more accelerated workflow.
- North American Software Associates (NASA) offers [integration](#) with [RPost](#) for both e-signature and encrypted e-mail within its Eclipse agency management system.
- [EZLynx eSignature](#) by [AssureSign](#) offers a safe and secure way to send electronic documents for signature directly from the EZLynx agency management system and rating engine.
- [Applied Systems](#) has teamed up with [RPost](#) to expand on the third-party vendor’s e-mail delivery proof and encryption services and integrate e-signature functionality for users.

Obviously, new integrations are emerging frequently. Agents and brokers should check with their management system vendors and also explore our information resources.

For example, ACT member CSIO has put together an overview of [e-signatures](#) and a [dashboard](#) with info from vendors in its market, including Adobe [EchoSign](#), [Right Signature](#), [Sertifi](#), [Signority](#), e-SignLive by [Silanis](#), [TELUS Secure Contracts](#) and Xenex [SignatureMaster](#).

Also, in a two-part [article](#), *Using Electronic Signatures in Your Agency*, Steve Anderson addresses e-signatures and shares [info](#) on vendors, including some mentioned above, as well as Adobe [EchoSign](#), [SIGNiX](#), [ContractPal](#), [GoPaperless Solutions](#), and [Right Signature](#).

Big “I” agencies may want to explore special DocuSign member [pricing](#).

And when you’re looking at possible solutions, consider using the [checklist](#) shared by [Real Time/Download Campaign](#) Co-Chair Joyce Sigler in a November 2013 *Rough Notes* magazine [article](#) on e-signatures.

Look for the final part of this series, focusing on agents, in the next couple of weeks. Part one, which addressed carrier issues, can be found [here](#).

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2014 Darrell Bjornson Memorial Golf Tournament a Great Success

This year's golf outing was held on August 6th at the prestigious Old Works Golf Course in Anaconda, Montana. The recap is short and sweet!

- ✓ Outstanding weather
- ✓ Fantastic participation – a record number of golfers and volunteers
- ✓ Incredible golf course – Old Works is a Jack Nicklaus Signature course
- ✓ Too much fun – we had lots of that
- ✓ Unparalleled Company Partner Support – Scott Anderson of Concorde General Agency has long supported this fundraiser and did an awesome job again this year. We added a wrap up BBQ at the end of the tournament and greatly appreciate



the financial support from Big Sky Underwriters, Farmers Alliance, Imperial PFS and Main Street America Group to make this additional activity a wonderful success.

- ✓ Great cause – over \$1,000 was raised for the Darrell Bjornson Scholarship Fund

As a reminder, the MIEF Board of Trustees revamped the Darrell Bjornson Scholarship in 2014 to serve a

wider parameter of professional development opportunities. Contact [Natalia Rogers](#) for more information on this scholarship. Arrangements are already being made for next year's tournament, which is scheduled for mid-August.



Agency Employee of the Year Call For Nominations

This award honors outstanding service within the last year to the insurance industry, the community, and the insurance agency where the honoree is employed.

Download the [nomination form](#) and send to Bob Biskupiak at the IIAM office, 3131 Dredge Drive, Helena MT 59602 or via email to bbiskupiak@iiamt.org.

Deadline for submissions: October 1, 2014.



MIEF SEPTEMBER/OCTOBER CE SCHEDULE

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Date	Location	Seminar Name	
9/9	Billings	Insuring Personal Auto CISR	register
9/11	<i>webcast</i>	Dueling Additional Insured Endorsements	register
9/16	Missoula	Commercial Casualty II CISR	register
9/18	<i>webcast</i>	Meeting the Challenge of Change (6 hours, E&O)	register
9/23	<i>webcast</i>	Personal Lines Claims that Cause Problems	register
9/24	<i>webcast</i>	Ethics in Today's Changing Times	register
9/25	<i>webcast</i>	Meeting the Challenge of Change Part One (3 hours, E&O)	register
9/25	<i>webcast</i>	Meeting the Challenge of Change Part Two (3 hours, E&O)	register
9/30	Bozeman	Insuring Commercial Casualty I CISR	register
10/7	<i>webcast</i>	Meeting the Challenge of Change (6 hours, E&O)	register
10/9	<i>webcast</i>	Dueling Additional Insured Endorsements	register
10/9	Great Falls	Insuring Personal Residential Property CISR	register
10/14	<i>webcast</i>	Commercial Lines Claims that Cause Problems	register
10/14	<i>webcast</i>	Meeting the Challenge of Change Part One (3 hours, E&O)	register
10/14	<i>webcast</i>	Meeting the Challenge of Change Part Two (3 hours, E&O)	register
10/15	Great Falls	E&O and Crop Insurance (CE pending)	pending
10/16	<i>webcast</i>	Meeting the Challenge of Change (6 hours, E&O)	register
10/22	<i>webcast</i>	Ethics in Today's Changing Times	register
10/23	<i>webcast</i>	Insurance and the Property Lease	register
10/23	<i>webcast</i>	Meeting the Challenge of Change Part One (3 hours, E&O)	register
10/23	<i>webcast</i>	Meeting the Challenge of Change Part Two (3 hours, E&O)	register
10/30	Kalispell	Insuring Commercial Property CISR	register



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