



August 2016

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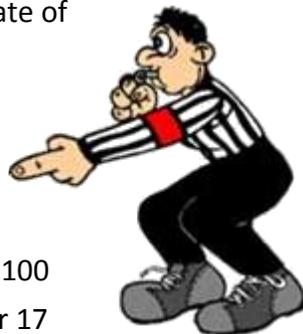
Tips, infographics, & articles for you to share with your customers.
Association notices. Education info.

like the [Independent Insurance Agents of Montana on Facebook](#) for these and more!

DON'T GET TACKLED IN THE END ZONE **CONVENTION ROOM BLOCK DEADLINE APPROACHING**

A block of rooms has been reserved for the IIAM/PIA Joint Conference at the DoubleTree by Hilton in Missoula. The reservation deadline is September 17th, so get your rooms now! Mention "Montana Joint Venture Conference" for special rate of \$104/night

DoubleTree by Hilton
100 Madison
Missoula, MT 59802
Reservation Phone: 406-728-3100
Reservation Cutoff: September 17



Online Reservations can be made at our webpage:

<http://bit.ly/MTJointConferenceHotel>

After the reservation deadline of September 17, the block of rooms will be released to the general public.

Since the meeting is taking place on a football weekend, it is likely that the hotel is already turning people away from our block of rooms. Everyone who plans to attend the conference should make their travel plans as soon as possible.

Come early on Sunday, October 2nd for the Darrell Bjornson Memorial Golf Tournament. The main conference opens Monday, October 3rd at noon and runs through mid-day Wednesday, October 5th. In between we have action-packed professional development sessions, networking events, poker tournaments, the largest insurance tradeshow in Montana, tours of Missoula sites and CE.

Don't get a penalty! [Register for the conference, and reserve your hotel room.](#)

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Trusted Choice Junior Golf Tournament



The Trusted Choice Junior Golf national qualifying tournament was held at Bridger Creek Golf course in Bozeman on July 15th and 16th.

Joey Moore of Billings carded a -7 under 137 for two days edging out Sean Benson, also of Billings. Kylie Esh of Missoula claimed the girls title with a great two-day score of 5 over par. Once again the skills challenge was enjoyed by all along with the awards banquet. Another highlight was a hole in one by Billings golfer, Blake Loberg.

Moore, Benson and Esh represented Montana at the National Trusted Choice tournament in Sacramento, California. Sean Benson finished 23rd overall with an excellent 4-day total of +2 over par and Joey Moore finished 43rd overall. Kylie Esh had two respectable rounds, but failed to make the cut.

For complete results check out the [tournament website](#).

A special thanks goes out to Bryan Hall of First West Insurance Agency for making this tournament one of the premier youth tournaments in the state. Once again Bryan did a great job organizing the tournament. The youth golfers and parents truly appreciate this event.

Kudos to Tom Chamberlin, Keith Nelson and Kerri Emmons for running the tournament over the course of two days!



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Protecting Our Livelihood - InsurPAC

Montana insurance agents are on pace to surpass our state InsurPAC goal and earn our 4th consecutive Eagle Award from the IIABA. Thru July Montana insurance professionals have contributed \$8,075 to InsurPAC.

Platinum Club

Perry Wolfe

Centennial Club

John Braut

Richard Deming

Gold Club

Bob Biskupiak

Richard Hall

Robin Nelson

Pioneer Club

Julie Bennett

Monte Solberg

Tina Wood

Founders Club

Deanna Darnielle

Karla Dedman

Kelly Knaff

Webb Mandeville

John Menyhart

Contributor

Aaron Beard

Jack Lawson

Ron Miller

Arne Mysse

Starla Solberg

Jodi Tierney

The national campaign is expected to top \$1million dollars making the IIABA one of the strongest voices in Washington DC on insurance related issues.

I urge you to consider making a contribution to this important initiative. [Click here to donate](#) today.

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Company Partners

DIAMOND



PLATINUM



GOLD



SILVER



BRONZE



Met Life Auto & Home

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John Braut of Scobey Named to IIABA Government Affairs Committee

John W. Braut, CIC, with Wolfe-Daniels Agency in Scobey, Montana has been appointed to the Independent Insurance Agents and Brokers of America Government Affairs Committee.

The committee’s charge is to work with the lobbying staff to monitor, report, and affect federal and state legislative, regulatory and political activity important to agents and brokers.

John is a graduate of Western Montana College of the University of Montana. He taught Junior High and High School for one year in Froid, MT.

In 1996 he participated in the Independent Insurance Education Foundation Intern Program. John started in the Insurance business as an Assistant Underwriter for Bjornson/Sentinel E&L in Fargo, ND. He had just taken a job with Hull & Company in Great Falls, Mon-

tana, when Greg Larson unexpectedly passed away. John came home to Scobey to fill the open agent position at Wolfe-Daniels Agency. In 2006 John earned the Certified Insurance Counselor (CIC) designation.

John has served as Chair of the Independent Agents of Montana Young Agent Committee, as well as President of the Montana Insurance Education Foundation, Public Risk Insurance Management and the Independent Insurance Agents Association of Montana.

On the national level, John has served on the Young Agent Committee, the Crop Hail Task Force, and the InsurPAC Board of Trustees. He is also National Director for the state of Montana, representing you to the IIABA board.

Locally he is involved with High School and Junior High athletics and Scobey Lions Club.

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Want to Attend the Joint Conference But Finances In the Way? Help Is Available.

The Montana Insurance Education Foundation has two scholarship programs to assist Montana insurance agents interested in attending the joint PIA/IIAM Conference. The [Rick Mart Memorial Scholarship](#) is for first-time Young Agents wishing to attend an association event.

The [Darrell Bjornson Professional Development Scholarship](#) assists with professional development of everyone from support staff to producers to agency owners. Information and applications can be found online at www.iiamt.org/scholarships.

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RLI Portal Access & How To Videos

Effective June 1st, we stopped accepting paper submissions for the RLI Personal Umbrella Policy. The benefits of using the online portal for you and your client are numerous:

- faster
- more accurate
- electronic signatures
- pay by credit card

It is as easy as going to the portal, entering in the small amount of data from the app, and then selecting eSign and payment method.

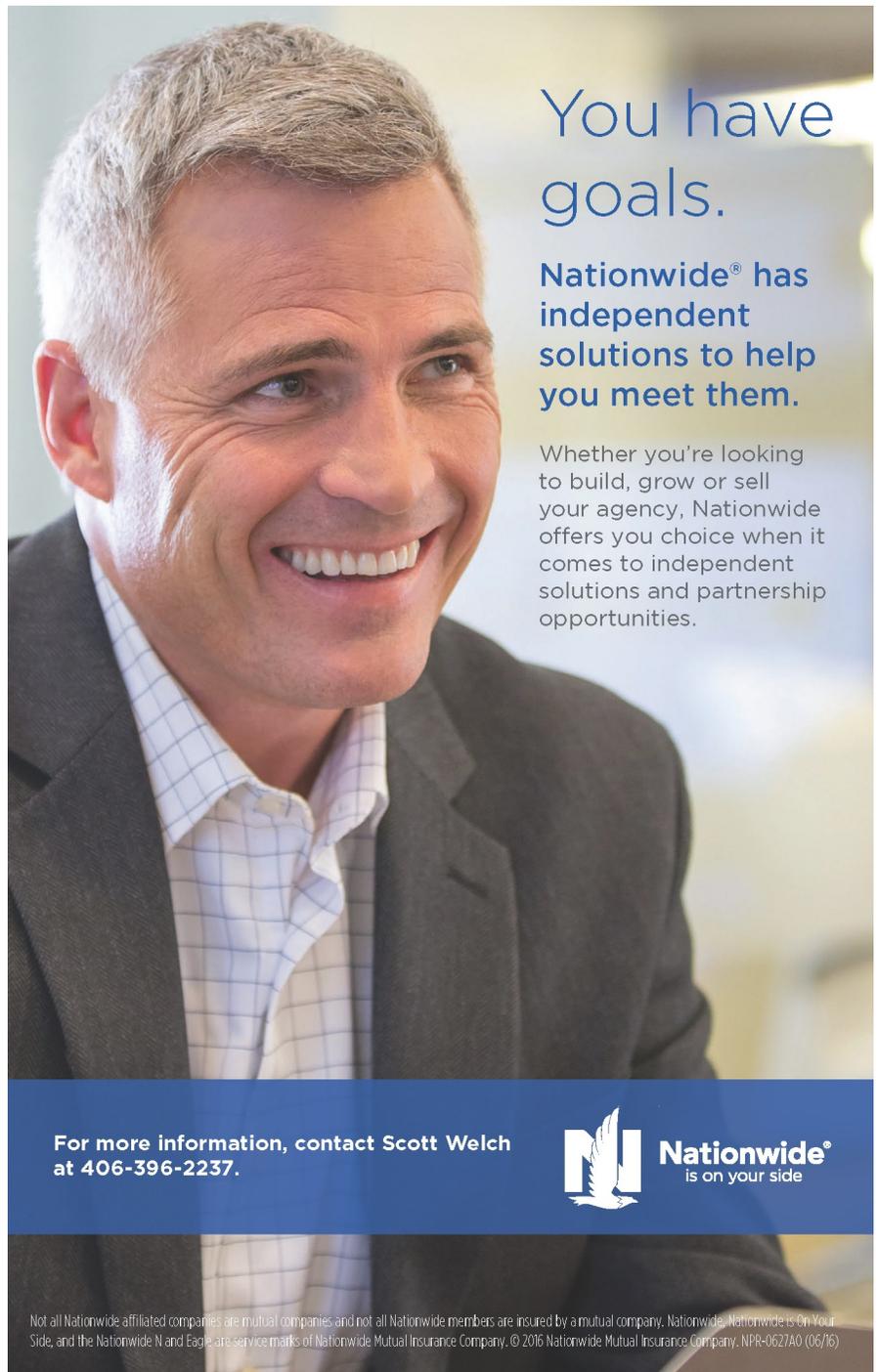
Portal Access & How-To Videos

If you aren't already signed up for the portal, call Joni Pancoast at (406) 442-9555 extension 104.

Once Joni has you set up, watch these quick training videos:

- ▶ [PUP Access 101](#)
- ▶ [How to create a User ID](#)
- ▶ [eSignature Walkthrough](#)

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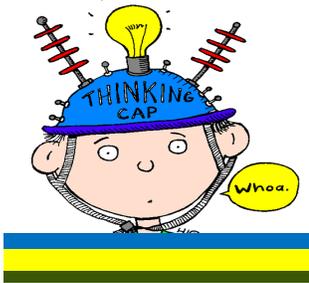
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Tidbits & Fun Facts

Download the latest agent digest [here](#).

RLI PORTAL WEBSITE ADDRESS CHANGE

The website addresses for RLI's PUP Access and Guest Quoter changed on August 12th. Update your favorites or bookmarks with the new addresses:

PUP Access:

<https://pup.rlicorp.com/access/userinterface>

Guest Quoter:

<https://pup.rlicorp.com/guest/userinterface>

NCCI REGULATORY DIGEST AVAILABLE

Since workers' comp is one of the major lines of business in Montana, we will provide a quarterly agents digest from NCCI. This information is timely and relevant to our industry.

MONTANA INSURANCE DEPARTMENT TRANSITIONING TO SBS 2016

The Montana Insurance Department is scheduled to transition to the new version of State Based Systems (SBS) on October 19, 2016. *This transition may take a few days; expect for SBS to be unavailable.*

With this new version of SBS, the services you use to verify your license information and print your license are streamlined and more efficient.

For agencies that use Online Licensee Services (OLS) to manage your employee licenses, you'll transition to a new service called SBS for Organizations.

Watch future issues of TAGS or check our website, www.iiamt.org, in the coming months for updates.

GOLF FORE WISHES

One sponsored foursome left for the Make-A-Wish event September 9th. Contact [Natalia Rogers](#) if you're interested in forming our third team.

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Montana Among First to Offer Commercial Multi-Lines Institute (CIC)

The Commercial Insurance Counselor (CIC) education program is expanding the number of institutes offered. New topics scheduled for release over 2017-2018 are Commercial Multi-Lines and Company Operations.

Montana has been selected as one of the first licensee states to offer the [Commercial Multi-Lines Institute \(CIC\)](#) on November 2-5, 2016 in Billings.

Topics covered include:

- Businessowners Policies
- Commercial Inland Marine Concepts & Coverages
- Crime Coverages & Endorsements
- Cyber Exposures & Coverage
- Employee Practices Liability Insurance
- Excess Liability/Commercial Umbrella Coverages

[Register online today!](#)

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TO KNOW ONE.**

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Montanan to another.



Join Conference Calls with One Touch Steve Anderson Tech Tips

I participate in many conference calls. Scheduling calls with clients, listening to webinars, and participating in ACT workgroup calls are just a few examples. For most of these calls, I need to use my cell phone to join the call.

Using your mobile phone to dial a long conference call number is a pain. First, there is the phone number and then the dreaded passcode! Once I do get on the call, if I somehow lose connectivity I have to go through the entire process again. It is very frustrating.

Several years ago I discovered an app for my phone — [MobileDay](#) — that allows me to dial into a conference call with just one touch. It continues to be one of my more useful apps!

Here is how it works: You allow MobileDay access to your calendar. MobileDay can recognize the calling

pattern for all the main conference services. So, as long as you have the conference call number and passcode as part of your calendar entry, you simply touch the big button with the phone on it and the conference call number and passcode will be dialed for you automatically.

This one-touch dialing feature works both as a host of a teleconference or as a participant.

Since connectivity can be iffy on a cell phone, MobileDay allows you to reconnect with just one touch, minimizing downtime. If you are running late, you can send a message to all attendees letting them know via email or SMS.

MobileDay is available in the [iTunes Store](#), as well as on [Google Play](#) as an Android app. The basic app is free and is likely all you need. [Return to table of contents](#)



EDUCATION CALENDAR

Event Name	*pending approval	Date	CE	Location
Fixing Commercial Lines Coverage Gaps		8/23/2016	2	Webcast
2015 Legislative Changes to Insurance Statutes	Just Added!	8/25/2016	1	Webinar
Environmental Strategist Part 1 - Managing Environmental Exposures		9/6/2016	1	Webcast
COPE - Property Underwriting and Effective Loss Control		9/14/2016	2	Webcast
Personal Residential (CISR)		9/15/2016	7	Kalispell
Insurance and BBQ - The Hidden Connection		9/20/2016	3	Webcast
Environmental Strategist Part 2 - Strategies for Managing Environmental Exposures		9/20/2016	1	Webcast
Dueling Additional Insured Endorsements		9/22/2016	1	Webcast
Commercial Casualty I (CISR)		9/29/2016	7	Bozeman
IIAM/PIA Joint Agents Convention		10/3-5/2016	var.	Missoula
Environmental Strategist Part 1 - Managing Environmental Exposures		10/4/2016	1	Webcast
Relieve Stress with Time Management and Workflow (Sales Teams)		10/11/2016	1	Webinar
Creating a Multi-Generational Workflow (Leadership)		10/11/2016	1	Webinar
Insuring Commercial Property (CISR)		10/13/2016	7	Helena
Insurance and BBQ - The Hidden Connection		10/18/2016	3	Webcast
Commercial Lines Claims That Cause Problems		10/20/2016	2	Webcast
2015 Legislative Changes to Insurance Statutes	Just Added!	10/20/2016	1	Webinar
Dueling Additional Insured Endorsements		10/21/2016	1	Webcast
Environmental Strategist Part 2 - Strategies for Managing Environmental Exposures		10/25/2016	1	Webcast
Home Based Business Exposures		10/27/2016	2	Webcast
Commercial Casualty II (CISR)		10/27/2016	7	Missoula
Environmental Strategist Part 1 - Managing Environmental Exposures		11/1/2016	1	Webcast
Ethics		11/2/2016	3	Billings
2015 Legislative Changes to Insurance Statutes		11/2/2016	1	Billings
Commercial Multi Lines Institute (CIC)	NEW TOPIC	11/2-5/2016	20	Billings
Dueling Additional Insured Endorsements		11/14/2016	1	Webcast
Insurance and BBQ - The Hidden Connection		11/15/2016	3	Webcast
COPE - Property Underwriting and Effective Loss Control		11/16/2016	2	Webcast
Personal Residential (CISR)		11/17/2016	7	Missoula
2015 Legislative Changes to Insurance Statutes	Just Added!	11/17/2016	1	Webinar
Environmental Strategist Part 2 - Strategies for Managing Environmental Exposures		11/29/2016	1	Webcast
Environmental Strategist Part 1 - Managing Environmental Exposures		12/6/2016	1	Webcast
Referral Lead Generation in 2017 (Sales Teams)		12/6/2016	1	Webinar
Interview Tips to Find Your Top Hires in 2017 (Leadership)		12/6/2016	1	Webinar
Commercial Casualty I (CISR)		12/6/2016	7	Great Falls
Environmental Strategist Part 2 - Strategies for Managing Environmental Exposures		12/13/2016	1	Webcast
Home Based Business Exposures		12/13/2016	2	Webcast
Commercial Lines Claims That Cause Problems		12/14/2016	2	Webcast
Dueling Additional Insured Endorsements		12/20/2016	1	Webcast
Insurance and BBQ - The Hidden Connection		12/20/2016	3	Webcast
2015 Legislative Changes to Insurance Statutes	Just Added!	12/22/2016	1	Webinar

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