**October 2021 UIA e-Newsletter**

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**Announcement:**

**UIA Introduces Women in Insurance Group**

Facebook Page:  [https://www.facebook.com/groups/1216392852170382](https://uaiia.growthzoneapp.com/ap/r/b5a6e55ac0ee49bc8637f7a166da9e86)

UIA Director of Operations – Joyce Kalmar, and UIA Board Member – Renee Trout, have graciously agreed to lead a new group within UIA.  The UIA Women in Insurance Group will be reserved for women within the industry.  Female CSRs, Producers, and Agency Owners are encouraged to join the group.  This unique group is designed to provide a platform for mentorship, open interaction, and an exchange of information.

As this group grows, we anticipate hosting events that will support this vital group within the industry.  Please contact UIA if we can assist in any way.

**UIA Membership – 2022 Renewal**

Log onto [www.Utahia.org](https://uaiia.growthzoneapp.com/ap/r/de82c3dbbef7440dbadd2c6609a78c0f) and renew your membership today!

**Why Join UIA?**

* 2 hours of Classroom CE per year for each licensed person in your agency.
  + Simply e-mail UIA your staff names and license numbers and receive the CE.
* Profit Sharing Program –
  + Workers Compensation, Cannabis, Safeco, MetLife, and much more.
* Group Health Insurance
  + Available to all agencies with 5 participants
  + Available to all corporate sponsors / partners
  + Individual health options are forthcoming.
* 2020 & 2021 were unique, and there were many potential legislative events impacting agencies.
  + UIA’s unique position enabled us to monitor all activity on a local and national level.
  + We made sure all agencies in the state were kept informed.
* Dental Coverage available for you, your staff, families, and even your customers.
* ACORD Forms Access – for **free**.
* Market Access.
  + HCIT, Mexico, Umbrella, WCF, Markel, CNA, PIE, AM Trust, BBSI, WestPac,  Cannabis, P&C, Commercial, Special Events
* Exclusive Member Pricing.
* Agency Management, Payroll, Comparative Raters, & more.
* E&O Markets.
  + Over 60 markets available.
* Professional Development.
  + CE, CISR, CIC, Rubles, and sales training
* National and local brand recognition.
* Agency best practices.
* Networking Opportunities.

[Click Here to Join or Renew with UIA](https://uaiia.growthzoneapp.com/ap/r/772150e6162940ad9d5f7028dc563b03)

**National Partner Anniversaries**

PIA  [PIA's 90th Anniversary video](https://uaiia.growthzoneapp.com/ap/r/8bf51527326a4f8bbbb606aef1360aa2).                     BIG I  [Big I’s 125th Anniversary video](https://uaiia.growthzoneapp.com/ap/r/fa1b2c71eda24516a1831b9a29db0766)

Joining UIA provides a unique membership experience.  When you join UIA, not only do you gain access to UIA’s award winning value offering, you gain access to both national associations – PIA and Big I (IIABA).  Both organizations are celebrating milestone anniversaries.  Take a moment to enjoy the videos linked above to learn more about the value and influence you gain with your membership.

**2021 Best Practices Study Update Released**

Despite early concerns in 2020 regarding the coronavirus pandemic, Best Practices agencies adapted quickly to a remote work strategy to serve their customers and posted remarkable results, according to the 2021 update of the Best Practices Study by the Big “I" and Reagan Consulting. This update is the final one in its three-year cycle, examining the firms that qualified as a 2019 Best Practices Agency. The study provides critical performance benchmarks in six agency revenue categories ranging from under $1.25 million to over $25 million. [Read More](https://uaiia.growthzoneapp.com/ap/r/79b067e64f9448ee8964367784b9fb04)

**Cyber Insurance Premiums Up 7% In 2021**

Since the start of the year, cyber insurance rates have increased 7% for small businesses, according to AdvisorSmith Solutions, Inc., which estimated organizations of this size that are considered low-risk see average annual cyber insurance premiums of $1,589 for $1 million in coverage. [Learn More](https://uaiia.growthzoneapp.com/ap/r/9522932cb4924adf96165885f336085d)

**Biden’s Vaccine Plan Puts OSHA in Spotlight;**

**Expected to Trigger Legal Challenges**

President Joe Biden’s sweeping new vaccine requirements have Republican governors threatening lawsuits. His unapologetic response: “Have at it.” The administration is gearing up for another major clash between federal and state rule. But while many details about the rules remain unknown, Biden appears to be on firm legal ground to issue the directive in the name of protecting employee safety, according to several experts interviewed by The Associated Press. [Read More](https://uaiia.growthzoneapp.com/ap/r/6c4716fc281e49e18877a695735ae592)

# ****NFIP Changes - UIA Has Options****

Do you have a book of business with NFIP?  If so, here are some changes coming your way.  Neptune sent our and email recently explaining NFIP estimates that 77% of policyholders will see a premium increase.  The average premium increase is estimated to be $100 per year per policy.  It is also changing its rating system, and will take effect on 10/1/ 2021 for new business, and 4/22/2022 for renewal business.

They will start utilizing other data in their rates, such as annual rainfall, the number of stories, brick or frame construction, foundation type, use type (primary or secondary), prior flood claims, etc.

# ****Things to Note:****

Flood Zones and BFE are going away.

Rates will go up for higher valued homes.

Repeat claims appear to be a problem for NFIP.

Policies that see a rate increase will transition over five years to the correct rate at 18% per year.

The application will be redesigned and streamlined.

Renewals starting 10-1 can be priced in the new program manually if agents want. However, you'll want to keep in mind even with their new quoting system available now; it continues to be a slow process.

They are trying to sell more policies by better pricing for the risk and close the uninsured gap.

HCIT continues to be one of the easiest application processes in the flood market. It's competitive in price and has the broadest coverage, covering landslides and earthquakes on top of floods, which you won't find with any other carrier out there for no additional cost.

HCIT and our underwriters at Lloyds care about our clients, and the last thing we want is for a catastrophe to derail their life. However, we understand that nature has a mind of its own, and disasters happen, and when it does, HCIT will be here to cover the loss without giving them the runaround.

# HCIT IS HERE TO HELP!

With all these changes, we would love a chance to quote your flood policies coming up for renewal. Please reach out to us with any questions. Remember theirs no wait time to see what your insured's premium will be. It's directly on the front of our application. If you need to know the premium for anything over 1,000,000, please email us, and we'll email you back the premium amount.

 We look forward to doing business with you!  [Click Here for an application and more information.](https://uaiia.growthzoneapp.com/ap/r/a3fc928a26f342089c1efc5ad6e052a1)

**Dental Coverage – available now!**

Visit UIA’s home page to learn more and sign up.

**Product Highlights**

* Always open enrollment – available year around.
* Three coverage options – you pick your coverage and cost.
* Orthodontic coverage options.
* All owners, managers, staff, and their families are eligible.
* Standard program waiting periods can be waived with proof of prior coverage.

[Click Here](https://uaiia.growthzoneapp.com/ap/r/7f0c2cec30e04ec3bf175767f338a536)

Contact Matt Child for more information – (801)269-1200 or [mattchild@Utahia.org](mailto:mattchild@Utahia.org)

**2022 Events – [Register Here](https://uaiia.growthzoneapp.com/ap/r/02ffa742a30e43b5a4736554e3608a6b)**

UIA Anticipates a robust meeting and event schedule for 2022.  We encourage everyone to register early, as space will be limited, and value higher than ever!

January

            11        CISR

            19-20   CIC

February

            9-10     2021 Convention and Tradeshow [Register Here](https://uaiia.growthzoneapp.com/ap/r/e5208fd43b0e441f93a3e54c69b8594f)

            15        CISR

            16-17   CIC

            24        Lunch on the Hill

March

            15        CISR

            16-18   CIC

April

            5          March Madness Lunch

            14        CISR

            20-21   CIC

            25-27   Sales & Technology Conference – St George, UT (Courtyard Marriott)

[Register Here](https://uaiia.growthzoneapp.com/ap/r/3b497f02354e4107ba50303369412662)                [Discount Hotel Room Link](https://uaiia.growthzoneapp.com/ap/r/0fae5188f0684004a7654214893c65a4)

May

            10        CISR

            11-13   CIC

            19        UIA Golf Tournament

June

            14        CISR

            15-16   CIC

August

            12        Agency Appreciation Event – Movie at the Waterfall – Thanksgiving Point

            23        CISR

            24-26   CIC

September

            21-23   Convention / Tradeshow / Golf Tournament

            27        CISR

            28-29   CIC

October

            18        CISR

            19-21   CIC

November

            15        CISR

            16-17   CIC

December

            7          CISR

            8-9       Rubles

            TBD     CSR Appreciation Event – Luminaria @ Thanksgiving Point

**UIA Corporate Partnerships**

UIA has received agency growth awards from PIA and Big I for our membership growth in 2021.  With 43% of state associations shrinking, UIA has increased our value, and more agencies are joining UIA than ever before.

2022 represents a tremendous value to corporate partners that wish to engage and interact with agencies throughout the state.

If you were a partner in 2021 – We ask that you increase your partnership level for 2022.

If have lapsed your sponsorship, or have not yet joined – we encourage you to join UIA and engage with our agencies.

Please feel free to contact Matt Child if you have any questions or concerns.

 Click [HERE](https://uaiia.growthzoneapp.com/ap/r/fcb2dfb8af444a2fa11ab6cdf08498fb) to join UIA as a corporate sponsor.

**Contact:  Matt Child - UIA CEO**

**UIA Office:  (801)269-1200**

[mattchild@Utahia.org](mailto:mattchild@Utahia.org)