

**January 2020 UIA e-Newsletter**

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**UIA Membership – 2020 Renewal**

Log onto [www.Utahia.org](http://www.Utahia.org) and renew your membership today!

**Why agencies joined UIA in 2019?**

* 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 – starting January 1, 2020.
  + Workers Compensation, Cannabis, Safeco, MetLife, and much more.
* Dental Coverage available for you, your staff, families, and even your customers.
* ACORD Forms Access – for **free**.
* Market Access.
  + HCIT, Mexico, Umbrella, WCF, 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://www.utahia.org/Join/Pages/Apply-for-Membership/default.aspx)

**Agency Incubation & Market Access Program**

In an effort to continually support agency growth in Utah and provide access to markets, UIA is proud to announce multiple opportunities for agencies to access markets, and hoping to gain direct appointments.

Please contact our office in order to participate in this unique program:

**Participating Companies**

Met Life Safeco CNA PIE Insurance

AM Trust Markel WCF Cannabis

West Pac

Contact Matt Child: [mattchild@Utahia.org](mailto:mattchild@Utahia.org)



**Member Benefit**

Earlier this year, ACORD announced they will begin charging agencies for the use of their forms in 2020.

Your membership in UIA will ensure your access to ACORD forms will continue without additional cost. UIA will automatically report your membership to ACORD. No additional effort needed to realize this benefit.

* Active UIA member agencies with annual revenue under $50 million will not be charged.
* ACORD has not formally announced how they will charge agents – only that they will charge for use.

**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://www.utahia.org/Resources/Pages/InsuranceClients/Dental/default.aspx)

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

**Lunch on the Hill**



**Thursday, February 27th 11 am – 2 pm**

**Speakers:**

* DOI Commissioner Todd Kiser
* DOI Fraud Division Director Armand Glick
* UIA Lobbyist Kate Bradshaw

[**Click Here**](https://www.utahia.org/Register/Pages/default.aspx)to register for the event.

Lunch and CE Credit included.



Sponsored By

**DocuSign – UIA member discount!**

Exciting News…

UIA has partnered more closely with DocuSign to assist you in creating a fully digital agency.

DocuSign partners with many of the top AMS systems, many of which have built out of the box integrations that allow you to digitally sign within the system you already invested in.

Reach out to [IIAUtah@docusign.com](mailto:IIAUtah@docusign.com) to learn more about DocuSign and your AMS and to receive the UIA discount.

**[CLICK HERE](https://www.uaiia.org/Resources/Pages/InsuranceAgency/Docusign/default.aspx)**



**UIA Corporate Partnerships**

With growing agency membership, and more opportunities to interact with agencies than ever – the value of corporate participation has never been greater.

UIA encourages all carriers and service providers to join UIA as corporate sponsors and gain the recognition and increased value that comes with interacting with over 1,000 agencies and over 3,000 licensed insurance professionals.

Click [HERE](https://www.utahia.org/Join/Pages/Corporate-Membership/default.aspx) to join UIA as a corporate sponsor.

Thank you to the following companies that have already chosen to support UIA in 2020:

**Cochrane NAICO Prime Capital Premium Finance Auto Owners**

**Paul Davis Restoration Employers AmTrust Farmers Union**

**First Insurance Funding Safeco Liberty Mutual Am Wins**

**Mutual of Enumclaw PIE Iroquois Burns & Wilcox**

**U****IA Spring Conference 2020**



March 12-13



Hilton Garden Inn

St. George, UT

UIA will host our Spring Conference in beautiful St. George, UT in March. I encourage you to join agents, company representatives, and professionals for this amazing event.

**CE, Classroom Credit (3 Hours) Networking Opportunities**

**Professional Improvement Discounted Hotel Rate Available**

**Event Registration –** [**Click Here**](https://www.iiaba.net/education/preview.aspx?evt=35577)

**Hotel Room Reservation –** [**Click Here**](https://secure3.hilton.com/en_US/gi/reservation/book.htm?execution=e1s1) Lower Rates Negotiated for Conference Attendees

**March 12**

11:30 Lunch

1 CE Credit Speaker Sydney Roe

Chief Marketing Officer B Atomic Utilizing Your Data

2-2:30 Vendor Interaction Opportunity

2:30 CE Credit Speaker Terry Bucker

CEO, The Bucker Company “Building a Business of Value”

3:30 – 4 Vendor Interaction Opportunity

4 CE Credit Speaker Cameron Tolman

Podium Improving Agency Client Communication

5:30 Dinner

**March 13**

8 Breakfast

8:30 State Cornhole Championship

11 Professionally Guided Tours w/ Lunch - Mountain Bike or Hike

**Sponsoring Partners – Thank You!**

**Alpine Cleaning & Restoration Burns & Wilcox West Pac**

**Capital Premium Finance Paul Davis Restoration Belfor**

**Prime Cochrane HCIT BBSI**

**Calendar of Events**



**2020**

**January**

1 UIA Agency Membership Renewal

28-31 CISR & CIC Sandy, UT

**February**

27 Legislative Lunch on the Hill Capitol Hill, SLC Sponsored by CPCU

**March**

12-13 Spring Conference St. George, UT

17-20 CISR & CIC Sandy, UT

**April**

8 March Madness Lunch

**May**

20 UIA Golf Tournament

**September**

9-11 Annual Convention

**5 Ways to Improve Your Agency in 2020**

Sponsored by [Liberty Mutual and Safeco Insurance](https://www.safeco.com/)



2020 promises to be an exciting year for independent insurance agents. The insurance marketplace is undergoing big shifts. New risks are emerging. Insurance technology is rapidly advancing.

Agent for the Future, a Liberty Mutual and Safeco program, provides data and insights to help independent insurance agencies win today and in the future. We want to help all agents become agents for the future—ones who are evolving to take advantage of opportunities and innovating to meet the changing demands of customers and employees.

Here are a few ways you can be an Agent for the Future in 2020 and beyond: [MORE](https://www.iamagazine.com/strategies/read/2019/12/16/5-ways-to-improve-your-agency-in-2020)

**UIA 2020 Sponsors**