

# IIABL Member Benefits



*The Trusted Choice®*

**18153 East Petroleum Dr.  
Baton Rouge, LA 70809  
225-819-8007  
[www.iiabl.com](http://www.iiabl.com)**

*The Independent Insurance Agents & Brokers of Louisiana is the go-to information resource and primary advocate for independent insurance agents in Louisiana. IIABL is a member-based, professional trade association serving more than 400 independent insurance agents, meeting the education, political and business needs of members to maximize business opportunities.*

# About IIABL

## Mission Statement

The mission of the Independent Insurance Agents & Brokers of Louisiana, working in the public interest, is to be the unrelenting advocate for independent insurance agents and brokers, and to meet the education, political, and business needs of IIABL members.

## About IIABL

Our 400+ member agencies and nearly 4,000 professional staff are the trusted choice for insurance consumers. Our member insurance agents evaluate the needs of the customer, have access to many insurers, provide the best value of coverage and price, and advocate for their customer when they have issues or claims.

We serve our independent agent members through:

- Our wide range of information resources that help member agencies stay abreast of industry, legislative, technical and regulatory trends and developments.
- Market access programs which help our member agencies meet customer needs, and offer commission opportunities.
- Agency management tools that help our member agencies operate more efficiently and effectively.
- Unrelenting advocacy for agents with the Louisiana Legislature, Louisiana Department of Insurance, Congress, and the insurance industry.
- Education programs that contribute to professional development and helps member agencies operate and market themselves more effectively.

# Staff Directory

**Jeff Albright**

**Chief Executive Officer**

Association Management  
Legislative, Regulatory & Industry Affairs

[jalbright@iiabl.com](mailto:jalbright@iiabl.com)

**(225) 236-1366**

Member Relations  
Communications

**Francine Berendson**

**Director of Events**

Education Management  
Events Management

[fberendson@iiabl.com](mailto:fberendson@iiabl.com)

**(225) 236-1360**

Website Development  
Social Media Communications

**Mike Edwards, CPCU, AAI**

**Director of Education**

Education Management  
Technical Advisories

[medwards65@aol.com](mailto:medwards65@aol.com)

**(678) 513-4390**

Technical Information & Research  
Member Consulting

**Kim Jackson**

**Education & Membership**

Membership

[kjackson@iiabl.com](mailto:kjackson@iiabl.com)

**(225) 236-1362**

Education Administration

**Karen Kuylen**

**Director of Accounting**

[kkuylen@iiabl.com](mailto:kkuylen@iiabl.com)

**(225) 236-1353**

**E. Lee Mowe**

**Marketing Representative**

[lmowe@iiabl.com](mailto:lmowe@iiabl.com)

**(504) 400-5687**

**Rhonda Martinez**

**Director of Insurance**

Management of Agent Professional Liability Insurance

[rmartinez@iiabl.com](mailto:rmartinez@iiabl.com)

**(225) 236-1352**

**Jamie Newchurch**

**Insurance Services**

Personal Umbrella Program  
Agent Professional Liability Insurance

[jnewchurch@iiabl.com](mailto:jnewchurch@iiabl.com)

**(225) 236-1350**

Marketing of IASC Programs  
Big I Markets

**Lisa Young-Crooks**

**Executive Assistant**

Assist Chief Executive Officer  
Legislative & Regulatory Administration

[lyoung@iiabl.com](mailto:lyoung@iiabl.com)

**(225) 236-1351**

Communications  
Project CAP



# Information & Membership

Unlock your Big I Member Benefits at [www.IIABL.com](http://www.IIABL.com). We are the key to online resources and information available exclusively to Big I Members!

## Insurance Information:

- [Technical Advisories](#)
- [Ask Mike Articles](#)
- [Virtual University](#)
- [VU Ask the Experts](#)
- [Best Practices Library](#)
- [Agents Council on Technology](#)
- [Real Time Automation](#)
- [Checklists & Forms](#)
- [Catastrophe Planning Guide](#)
- [Hurricane Response](#)

## News & Publications:

- [Weekly News Briefing](#)
- [Louisiana Agent](#)
- [Insurance News & Views](#)
- [IA Magazine](#)

## Membership:

- [Strategic Plan](#)
- [New Agency Toolkit](#)
- [Join IIABL](#)

**Contacts:**      **Jeff Albright**

[jalbright@iiabl.com](mailto:jalbright@iiabl.com)

**Mike Edwards**

[medwards65@aol.com](mailto:medwards65@aol.com)



# Market Access

**IIABL offers insurance products for your agency and your clients.**

## **For your Customers**

- **Personal Umbrella Policy & Home Business Insurance**
  - Stand-alone umbrella—no underlying insurance required
  - Written through **RLI Insurance Company**, A.M. Best “A+” rated
  - Competitive commissions & no volume requirements
- **Big I Markets**
  - Specialized commercial & personal lines insurance markets
  - Competitive commissions and no volume commitments
- **Flood Insurance**
  - Written through **Selective Insurance Company**, A.M. Best “A” rated
  - Competitive commissions and outstanding service
- **Premium Finance**
  - **Imperial PFS** offers competitive rates and fast, responsive service
  - Agencies may earn income on premium finance program

## **For your Agency**

- **Errors & Omissions, Excess E&O, Umbrella and Employment Practices**
  - IIABL’s dedicated professional staff understands your **E&O coverage** needs and will shop the market for a competitive proposal. Experience, stability, market knowledge, and a commitment to customer service ensure you receive the attention you deserve for this important protection
  - Exclusive policy forms and policyholder credits are only available from the Big I. **E&O loss control** seminars and the **E&O Happens** website provides reference tools for your agency.
  - **Virtual Risk Consultant** is an online resource to assist agency staff to analyze customer exposures and place proper coverages.
- **Cyber Liability**
  - **Chubb Cyber Liability**
  - **Beazley Cyber Liability**

**Contacts:                    Jamie Newchurch**

**[jnewchurch@iiabl.com](mailto:jnewchurch@iiabl.com)**

**Rhonda Martinez**

**[rmartinez@iiabl.com](mailto:rmartinez@iiabl.com)**



# Agency Management

## Sales & Marketing

- [TrustedChoice.com Digital Marketing](#)
  - Online consumer-agent portal—"Find an Agent Locator"
  - Agency website and digital marketing programs
- [Trusted Choice Consumer Brand](#)
  - Presence on "**Find an Agent**" locator and Trusted Choice mobile app
  - National advertising exposure along with state promotion
  - Access to professionally produced advertising materials

**Contact:** Lisa Young-Crooks    [lyoung@iiabl.com](mailto:lyoung@iiabl.com)

## Human Resources

- [WAHVE CSR Leasing Program](#)
  - Remote staffing solution with highly qualified, experienced semi-retired insurance personnel
- [Caliper Personality Profile](#)
  - Assessment & job matching tool for hiring agency staff
- [Agency Resource Guide](#)
  - This extensive guide will provide agencies with comprehensive information in the following areas: New Employee Hiring and Training, Technical Insurance Training and Continuing Education, Insurance Information Resources, Educating Customers & the Public.

**Contact:** Jamie Newchurch    [jnewchurch@iiabl.com](mailto:jnewchurch@iiabl.com)

## Agency Operations

- [Big I Best Practices Library](#)
  - Benchmarking tools and data
- [DocuSign E-Signatures](#)
  - IIABL & **DocuSign** partnered to bring digital signature technology to your agency. Big I Member Discount!!
- [Agents Council on Technology](#)
  - Resource and reference website to enhance use of technology in your agency
- [Real Time Agency Automation](#)
  - Service provided to enhance workflow for servicing or quoting.

**Contact:** Jamie Newchurch    [jnewchurch@iiabl.com](mailto:jnewchurch@iiabl.com)



# Advocacy

## Louisiana Legislature

- IIABL advocates to defeat legislation that restricts insurance markets or has negative impact on member agencies or their customers
- IIABL lobbies for passage of legislation that is beneficial to IIABL members and their customers.
- Information on [frequently requested LA Insurance Statutes](#)
- [Louisiana legislative session summaries](#)
- [Grass roots system](#) – contact your legislator via IIABL.com
- [IIABL Political Action Committee](#) provides financial support for legislative candidates who support business and insurance interests of IIABL member agencies and their customers.

## Louisiana Department of Insurance

- IIABL works with the Insurance Commissioner to provide appropriate regulation that is beneficial to IIABL member agencies and their customers
- Access to [LDI bulletins, advisories and regulations, license renewal and Surplus Lines White List](#)

## Industry Affairs

- IIABL works with insurance companies and brokers to create a competitive market and maximize market capacity for our members
- IIABL represents the interests of member agencies and their customers when problems arise within the insurance industry

## Congress

- IIABA and IIABL aggressively lobbies Congress on important issues like flood insurance and insurance regulation.
- Provide members with information on major [federal issues](#)
- [Insurpac](#) provides financial support for congressional candidates who support the business & insurance interests of our members and their customers

**Staff Contact: Jeff Albright**

[jalbright@iiabl.com](mailto:jalbright@iiabl.com)



# Education & Events

**IIABL's education program consists of innovative delivery methods and a variety of content to fit your unique educational needs.**

## Classroom:

- High quality **continuing education classes** are presented by experienced instructors at convenient locations across Louisiana
- Online **education calendar** lists the topics, dates and locations for each seminar. Course brochures indicate the intended audience, what you will learn, and the level of difficulty.

## Online:

- IIABL offers a wide variety of **online study options** allowing you to learn and earn CE credit from your own desk.

## **New Hire Training:**

- **IIABL Resource Guide**
  - This extensive guide provides agencies with comprehensive information on: new employee hiring, technical insurance training, continuing education, and insurance information resources.
- **Online Pre-licensing Education**
  - **ExamFX** offers different study packages with online text and exam simulation software.
- **CSR Boot Camp**
  - Online training program for new employees available on your computer when you need it.

## Events:

- **Annual Convention**
- **Education Conference**
- **Young Agents Conference**
- **Make A Wish Bowling Tournament**

**Contacts: Francine Berendson:**

**[fberendson@iiabl.com](mailto:fberendson@iiabl.com)**

**Kim Jackson:**

**[kjackson@iiabl.com](mailto:kjackson@iiabl.com)**



## IIABL PARTNERS

### GOLD PARTNERS

LWCC®

How Workers' Comp Is Supposed to Work



**PROGRESSIVE**

**UPC**   
INSURANCE

### SILVER PARTNERS



### BRONZE PARTNERS

[AMERISAFE](#)

[AMERICAS INSURANCE](#)

[AMTRUST GROUP](#)

[ASI](#)

[CNA INSURANCE](#)

[EMC INSURANCE](#)

[ENCOMPASS INSURANCE](#)

[FOREST INSURANCE](#)

[GULFSTREAM P&C](#)

[Homebuilders SIF](#)

[LANE & ASSOCIATES](#)

[LUBA WORKERS' COMP](#)

[MAISON INSURANCE](#)

[MARKEL FIRST COMP](#)

[PATRIOT NATIONAL INS](#)

[RPS COVINGTON](#)

[SUMMIT CONSULTING](#)