

Benefits & Services Guide

EMPOWERING YOUR INDEPENDENCE

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Big “I” Professional Liability

Reduce your E&O exposure now

ERRORS & OMISSIONS INSURANCE PROGRAM

This professional liability program is underwritten through Westport Insurance Corporation, a member of Swiss Re Corporate Solutions, and has grown into the largest and most stable agents and brokers E&O program in the nation.

Coverage Highlights:

- For the sale of both P&C and L&H products
- Liability limits up to \$25 million
- Broad definition of covered services & activities
- Comprehensive definition of who is an insured
- Aggregate deductibles available
- Defense cost outside the limit
- Full prior acts available
- No contractual liability exclusion
- Coverage for punitive damages
- Multiple extended reporting period options
- True worldwide protection
- Coverage for advertising, libel and slander



AGENCY UMBRELLA

Big “I” Professional Liability has multiple commercial umbrella policy options for agencies that may be written over a variety of E&O carriers. It also offers broad coverage over other primary casualty lines.

See our website for details on any of these programs, and contact Marie Toney, scteameo@iiabsc.com for a quote.

iiabsc.com/EO

Cyber Risk, Solved.

Coverage + risk management

Big “I” Alliance, the online member market access system (see inside for more), has partnered with Coalition to give agents access to quoting and binding cyber and technology errors & omissions coverage for their commercial book of business.

independentagent.com/alliance/blue/coalition

NEVER BEEN EASIER

Access cyber liability sales, marketing and educational training as well as claim & Limit calculators, client-ready pdf marketing, declination forms, sample solicitation letters, coverage comparisons, training videos, and more! Big “I” members also have a dedicated program manager ready to answer your questions, walk you through a quote or discuss bulk quoting.

RISK MANAGEMENT PARTNER

Built to help businesses before, during and after a cyber incident. Coalition’s proactive cybersecurity platform includes 24/7 monitoring, employee training, and security services to prevent cyber incidents before they occur and to help mitigate them when they do. During the online quoting process, your client’s network and web properties undergo an automated risk assessment to identify known issues and potential weaknesses in an easy to read Cyber Risk Assessment.

- Up to \$15 million in coverage for < \$1 billion revenue
- Admitted in SC and 41 other states

To learn more, visit the webpage or contact allianceblue@iiba.net.

www.iiabsc.com



Risk Management website

Our national E&O Guardian website is designed to provide Big “I” members key information and tools to mitigate agency errors and omissions, including checklists, declination forms, sample disclaimers and customer letters, claims data, and guidance on records retention. Some new features include Mergers & Acquisitions guide, Book Roll Basics guide and several on-demand webinars.

Big I website login is required (see page 6). *Some key resources are exclusive access by Swiss Re Corporate Solutions E&O policyholders.*

eoguardian.com



For an E&O quote, please contact Marie Toney (left) for new business and Mike Radcliffe (right) for renewals - scteameo@iabsc.com. Pictured with Vice President Megan Huebner (center).

Group Health Coverage

BlueCross BlueShield of SC

BlueCross BlueShield has been teaming with IABSC for more than 20 years to provide SC agents with a stable, comprehensive and affordable group-health plan with an expansive provider network.

We offer an association plan with 18 different options including health incentive accounts or high deductibles eligible for health savings accounts.



For a Group Health quote, please contact Michele Poyner 803-760-1225, mpoyner@iabsc.com.

BIG “I” RETIREMENT SERVICES

Our advisers are available to all members to provide consultation on existing and new plans alike at no cost or obligation. Whether we’re building a new plan for your agency from the ground up or simply rolling over your existing plan in order to save you money with our low administrative fees, we strive to make your experience with us pleasant, professional and hassle-free. Individual IRAs are also available. For more information, visit our national association website. independentagent.com/retirement

BIG “I” EMPLOYEE BENEFITS PROGRAMS

Dental, Guardian Life

Available to groups of two or more, dental coverage offers a choice in selecting providers with In-Network and Out-of-Network options. Benefits include basic and major services as well as orthodontia.

Long-/ Short-term disability, Guardian Life

Protect your ability to earn a living and your household from the loss of income during an illness or accident with both long- and short-term disability insurance.

Group Term Life

Three plan options offer you and your employees affordable term-life insurance. You may select the employees you wish to cover and choose three different benefit selections.

For more about any of these products, visit our national association website or contact Christine Christine Muñoz, christine.munoz@iiba.net, 800-848-4401.

independentagent.com/employeebenefits

Offer customers a stand-alone Personal Umbrella

RLI has the PUP that stands out

If your clients have their auto and homeowners insurance coverage with different carriers, they're probably good candidates for RLI's stand-alone personal umbrella.

RLI's PUP stands atop your existing homeowner and auto insurance to provide an extra layer of personal liability protection. With RLI's PUP program, clients can maintain their auto or home coverage with whatever insurance company they choose, provided they maintain the mandatory minimum underlying coverage limits.

The policy may be written either in the name of an individual, in the names of both spouses or in the names of two unrelated individuals as long as they reside in the same household. The insured's spouse and members of the insured's household who are relatives or are in the insured's care and custody are insured under the policy.

Writing a RLI personal umbrella policy is very simple! Go to ripersonalumbrella.com and use the online tools for quoting. Email mpoyner@iabsc.com for your "Producer Login" information. Login and complete and submit online application. At the Signature Option, send a secure email to the insured to eSign and pay initial premium online.

- \$1, \$2, \$3, and \$5 million liability limits available.
- Broad underwriting guidelines for easy qualification.
- Application is self-underwriting, so you know as soon as completed whether or not qualified for coverage.
- Competitive premiums are offered for all coverage limits to keep RLI personal umbrella coverage affordable.

Contact Michele Poyner mpoyner@iabsc.com, 803-760-1225 to get started with RLI.



Home business is thriving - are your customers covered?

RLI @Home Business

With many companies working remotely and restrictions on regular services, many are turning to home-based businesses. Many others are finding new opportunities in small business entrepreneurship. Home-based businesses are susceptible to losses just like any other. Unfortunately many don't discover that their homeowner's policy contains exclusions on them until AFTER they have suffered a loss.

IIABSC members have access to RLI's In Home Business policy, which responds to the needs of over 100 eligible business classes on an ISO BOP form. It offers comprehensive coverage for business personal property (both on-premises and while temporarily off-premises), along with up to \$1 million in business general liability protection. Loss of business income coverage and medical payments are also included. Premiums start at \$150 with competitive commissions, easy underwriting and a self-rating application.

Our RLI IHB webpage now includes step-by-step instructions on how to quote and submit new business online.

Among the eligible classes of business are:

- Accountants
- Alterations/Tailor
- Auto services
- Bakers
- Crafters
- Clothing retailers
- Computer Services
- Cosmetics
- DJs
- Interior Designers
- Insurance Agents
- Photographers
- Teachers/Tutors
- Writers/Authors

Anderson Murison also offers PUP to your clients

Young drivers are accepted through this alternate PUP program as well as 10 percent commissions, no vehicle restrictions, no self-insured retention or supporting business required.

[Link to download application from A&M product page available to agency members on our website.](#)



Write-Your-Own Flood & Excess Flood through Big "I" Access Blue

Every one of your customers with a home or business needs flood protection, no matter where they are. Even those who think they are covered sometimes find out they are drastically underinsured.

Though definitive figures on the potential market for flood insurance are difficult to obtain, consider this:

- Floods are the nation's No. 1 natural disaster.
- 25–30 percent of all paid claims are from low- to moderate-risk areas, where many residents do not have flood insurance.
- In high-risk (SFHAs) areas, conservative estimates show that only one-third to one-half of residents have flood insurance. In these areas there is a 26 percent chance of flooding within a 30-year period and only a 10 percent chance for a fire.

Request a quote through the Big "I" Access Blue system for a quote from a Selective Underwriter.

independentagent.com/flood



Competitive Member-Only Market Access Solution

Formerly known as BIG "I" Markets, Big "I" Alliance Blue is IIABA's FREE online market access placement center program. They provide members with access to specialty/niche coverages, program business and hard-to-find markets. Our top tier carrier partners offer access to the products you need, with new carriers being added in response to member needs.

PROGRAM FEATURES:

You can access the markets you need once a year or multiple times per day; the price to access products through Big "I" Markets remains the same: zero. Log in and plug in to the power of Big "I" Alliance Blue!

- **No initial access fees**
- **No ongoing monthly fees**
- **No termination fees**
- **No monthly minimum production requirements**
- **No obligation to submit other accounts**
- **Ownership of expirations**
- **EFT commission payments**

WHAT YOU NEED TO GET STARTED:

Register online by visiting the Big "I" Alliance homepage, bigimemberalliance.com, and logging in with your Big I website username and password (learn how to request yours on page 6 of this guide). You will need:

- Agency License
- Individuals Agent(s) Producer/Broker Licenses
- Agency Tax ID Number
- E&O Policy Information
- Electronic Funds Transfer (EFT) Info

ALREADY REGISTERED?

Once you are on track with Big I Alliance Blue, consider taking it up a notch with **Big I Alliance Blue Plus**, which offers exclusive vendor discounts for an annual fee, and **Big I Alliance Gold**, which allows direct access to carriers and underwriters.

bigimemberalliance.com

Access our Member InfoHub

Update agency/individual contact info and more

The easiest way to make sure that you are getting the most out of your membership is to make sure that agency information is up to date and that all agency employees have access to the website and are subscribed to the proper channels.

Steps to updating your online IIABSC agency profile

1. **Log in to our website**, www.iiabsc.com. See below if you don't know your login or need to be added to the system.
2. **Click on your name in the member login area**, then click "MEMBER INFOHUB" and you will be directed to your individual profile in the directory in the "My Info" tab.
3. **Click pencil icons to update info and click "Save" button.** Those with permission can also access organization info on "Related Businesses" and "Related Branches" tabs and have the ability to add individuals as needed to the agency "Related Contacts" tab. *Contact us if you need help updating your permissions, individual/organization info or anything else.*

View your individual subscription settings

1. **Log in to our website**, www.iiabsc.com, and open the "MEMBER INFOHUB" (steps 1 & 2 above).
2. **Click "My Subscriptions"** from the left side menu.
3. **A list of available subscriptions are listed, and the ones you are currently subscribed to will have a checked blue box.** You can check and uncheck the boxes and then update by clicking the blue "Save" button. *Contact us if you need help updating the subscription information of individuals in your organization's Related Contacts list.*

NEED WEBSITE LOGIN?

Use automatic tool for immediate access

Login information is the same for Big "I" state & national websites, Trusted Choice® marketing tools, Virtual University, Big "I" Alliance and E&O Guardian websites. If you do not know your login information, click the member-login area and then "**Forgot your password?**" link in the bottom-left corner of the login screen. Enter the email address into appropriate field, and the username and password will automatically be emailed to you.

If you are unsure whether you have a username and password, please first attempt the above process. If you are new to your agency or get an error message from the process detailed above, email information@iiabsc.com to request to be added to the system.

Main contacts are automatically subscribed to the following publications.

AGENT NEWS

Regular bi-weekly email newsletter and legislative reports when the State House is in session. Includes updates from the SC Dept. of Insurance and is sprinkled with information on upcoming events, education and information on the many products and services available to you as an IIABSC agency member.

MEMBER SERVICES SPOTLIGHT

BRIEF monthly emails to remind your agency staff of the span of benefits and services available to them through the association to make sure they are making the most of your membership investments.

SC AGENT & BROKER MAGAZINE

SC *Agent & Broker* magazine is for in-depth discussion of issues. Published quarterly, it is also sent to the SC Department of Insurance and legislators at the State House to keep our association and its members in their minds when considering legislation.

MEMBER PAYMENT POLICIES

If a member does not renew membership by submitting a correct dues payment by the deadline and wishes to reinstate membership after that time, **there will be a \$35 late fee/ reinstatement fee added to their dues total** to be paid in addition to dues prior to reinstatement.

By submitting a membership application or renewal, members are committing to ongoing membership with IIABSC until you submit a written cancellation notice and at a minimum through December 31 of that same calendar year. This applies to both monthly and annual dues payers. In the case of cancellation or resignation mid-year, members acknowledge that there will be no refund of member dues. For monthly payers, the remainder of the dues will be charged upon notice of cancellation and the member will have access to benefits for the remainder of the calendar year at which time the membership will non-renew. *Any requests for resignations or policy exceptions should be submitted in writing and will be determined on a case-by-case basis.*

By paying your dues, members are agreeing to accept and adhere to IIABSC member payment policies and the Trusted Choice License Agreement and Pledge of Performance (trustedchoice.independentagent.com/tc-license-agreement). Opt out by emailing trustedchoice@iiba.net.

By setting up an automatic payment account, members authorize Independent Insurance Agents & Brokers of South Carolina, Inc. to initiate charges to their stored payment profile. To correct a transaction error, Independent Insurance Agents & Brokers of South Carolina, Inc. is authorized to initiate an adjusting debit or credit entry to the depository account. The member is also declaring that they are an authorized signer for the account.

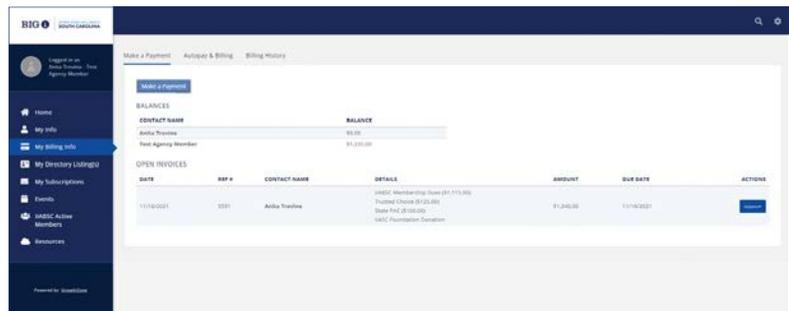
Access Member InfoHub billing info

View/update open invoices and dues renewal info

Those with appropriate permissions are able to access agency invoices and membership billing info as well as set up payment profiles and automatic billing for an agency. *Contact us if you need help updating permissions.*

Steps to access individual/business open invoices

1. **Log in to our website, www.iabsc.com** and open the “MEMBER INFOHUB” (See *previous page*).
2. Access list of individual and business open invoices from the “**Make a Payment**” tab of the “**My Billing Info**” section.
3. To download an invoice, locate the invoice in the Open Invoices list and select “**Download Invoice**” from the blue “**Actions**” button on right side of invoice item.
4. You can pay the invoice online from URL links directly on the invoice, or you can pay in MemberHub by selecting “**Enter Credit Card**” from the blue “**Actions**” button on right side of each invoice entry. You will be able to select from existing payment profiles or enter new payment info. ***If you want to save the new payment info for future use, be sure to check the “Store Payment Info for Future” checkbox.***



Steps to access membership info & setup autopay

1. **Log in to our website, www.iabsc.com** and open the “MEMBER INFOHUB” (See *previous page*).
2. Access list of payment profiles and membership billing information from the “**Autopay & Billing**” tab of the “**My Billing Info**” section. You must have existing payment profiles to set up automatic billing.
3. It is a best practice to set up new payment profiles when you are paying existing open invoices (See *above. After entering new payment info, be sure to check the “Store Payment Info for Future” checkbox.*)
4. To set up autopay, click blue “**Manage AutoPay**” button. Be sure that “**All membership items**” is selected to enable autopay, and that the proper payment profile is selected from the dropdown.
5. Click blue “**Done**” button to save changes and enable autopay.

How to register online

Register online to immediately reserve your spot. In addition to convenience, the benefit of paying online using Secure Sockets Layer (SSL) technology is more secure than sending your credit card number through the mail or by fax.

PLEASE NOTE that only the following browsers should be used when registering: Google Chrome, Microsoft Edge, Mozilla Firefox or Apple Safari. Users attempting to register with the Microsoft Internet Explorer browser will likely have problems submitting a successful registration.

STEPS FOR EASY, SECURE ONLINE REGISTRATION:

1. Click on the link of the course name to which you want to register from our education calendar. A new window will appear that has the details of your course/event. Verify the course/event is the one you want and review all the details.
2. Click “REGISTER” button.
3. “Step 1: My Information.” Enter email address to verify membership and pull up your profile. Some fields will automatically fill in. If the system does not recognize your account you may still enter your information to register.
4. Use the “+” and “-” buttons to select the number of attendees of each registration type in “Step 2: Registration Options.”

| Name | Price | Quantity |
|-------------------------|----------|----------|
| Member Registration | \$165.00 | 2 |
| Non-member Registration | \$185.00 | 0 |

Total vacant spots per event: 31

5. Enter individual attendee information in “Step 3: Attendees” section. Required fields are starred.

Member Registration Attendees

Attendee #1 Total: \$165.00

Personal Info

First Name Last Name Email Address Company

Title More Information

Additional Information DOB* NPN #*

mm/dd/yyyy

If you do not enter the correct NPN and DOB for education courses, attendees WILL NOT receive CE credit. Click checkmark at bottom of the form to submit birthdate after Month/Day/Year items are selected.

6. Some classes will allow you the option to have an invoice emailed to you; however, your spot will not be reserved until full payment is received. Select “Pay by Invoice” and “I’m not a robot” checkboxes and then click the “Submit” button.
7. Most classes/events require payment with the registration. Enter complete payment information in “Step 4: Payment Information” fields. Click “Pay Now” button.

Additional Information DOB* NPN #*

mm/dd/yyyy

step 4: Payn

Total Amount February 15 1975 Invoice

Total Discount

Tax

Payment Amount

Name on Card Full Name

Webcasts for CE credit



Agents & Brokers Education Network

NO TEST or PROCTOR REQUIRED

No class in your area when you need it? No problem! IIABSC offers a wide variety of webcasts on many different topics, including life and health hours.

No more fighting traffic to get to class or incurring extra expenses associated with travel—earn CE hours without leaving your office.

iiabsc.aben.tv

Customized Inhouse CE

Exceptional continuing education completely on your schedule. IIABSC offers our members and corporate associates the opportunity to bring our quality seminars right into their own offices, often at lower cost per person than attending our public seminars.

Contact Stacy Boan for details, sboan@iiabsc.com.

Ethics

All producers who are required to complete CE are required to complete three hours of Ethics each cycle. IIABSC offers several choices of seminars that qualify for Ethics CE and many of them are offered in a convenient virtual format (no test required) so they are available when you need them!

iiabsc.com/education

Excellence through Education

Excellence doesn't "just happen." It requires knowing your customers and your product. Our education department provides both the opportunities and resources to achieve excellence in what you do.

CERTIFIED INSURANCE COUNSELOR DESIGNATION

Courses in both classroom and LIVE VIRTUAL format. Candidates must complete five of the seven institutes (two-days each) offered: Agency Management, Commercial Multiline, Commercial Property, Commercial Casualty, Insurance Company Operations, Personal Lines and Life & Health, each followed by an online exam to be taken during the exam window of one week following the institute.

Scholarships are also available each year.



CISR & CISR ELITE DESIGNATIONS

Courses in LIVE VIRTUAL format. The Certified Insurance Service Representative (CISR) program is excellent for all agency and company personnel. Successful completion of five of the nine courses and exams earns a student the prestigious CISR designation. Successful completion of all nine courses and exams earns them CISR Elite status. Exams are taken online during an exam window following the class. Exam not needed for CE credit only.



CONSTRUCTION RISK & INSURANCE SPECIALIST

Courses in LIVE VIRTUAL format. The construction industry is specialized so the insurance professionals who handle their business should be too. The CRIS designation increases the competence, confidence, and credibility of insurance professionals who sell or underwrite insurance for contractors. Requires five courses that can be taken in any order. Topics include: commercial liability, contractual risk transfer, commercial auto, surety, CIPs, property and workers comp.

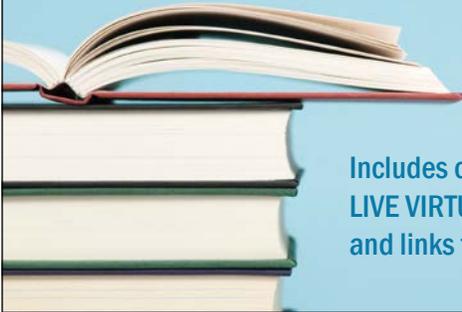
ASSOCIATE IN INSURANCE ACCOUNT MANAGEMENT

Courses in LIVE VIRTUAL format. Program focuses on nontechnical skills important in providing excellent customer service to clients. To earn AIAM, candidates must attend six days of instruction and complete a single open-book exam after all classes are taken. There is no time limit for completion and classes may be taken in any order.

MANAGEMENT LIABILITY INSURANCE SPECIALIST - NEW!

Courses in LIVE VIRTUAL format. Showcases a specialized expertise in all aspects of professional liability insurance including directors and officers liability, employment practices liability, fiduciary liability and cyber exposures. Participants attend five full-day courses and pass (70%) an online exam after each course. Additional study time is allowed. Exam is not needed for CE credit only.

Full calendar available online:
members.iiabsc.com/eventcalendar



Includes classroom courses,
LIVE VIRTUAL courses
and links to ABEN webcasts

Virtual University is your link to anything insurance

The Virtual University (VU) is a state-of-the-art online insurance resource program developed by our national association that is free to all regular agency members and available for an additional subscription to corporate associate members.

Members/subscribers have access to insurance, business and technology articles, many full sample ISO forms, white papers and information on issues affecting today's insurance marketplace. independentagent.com/VU

RESEARCH LIBRARY

- Agency Management
- Commercial Lines
- Personal Lines
- "Ask an Expert" archives



"ASK AN EXPERT"

To help in the times when your questions can't be answered in the Research Library, we have assembled a faculty of leading experts from around the country. Simply fill out a short form and our experts will work to get you a response within 3-5 business days, but often sooner.

INSURANCE ILLUSTRATED EMAIL NEWSLETTER

Free email newsletter packed with articles covering all realms of insurance agency information needs, with access to archives.

independentagent.com/vu

My Agency Campus

Our online training platform offers interactive and engaging courses for new hires that are on demand, interactive, cost-effective and measurable. Packages include basic industry introduction, commercial/personal lines basics as well as negotiation skills, business communications and client management.

myagencycampus.com

IA MBA Program

A mini-MBA program for the leaders of independent agencies. This program through Goalmakers offers IIABSC members a 10-week learning and networking program that combines self-paced learning with expert-led facilitated live sessions. This practical program is designed to help you develop a focused approach to strategic planning that will keep your team focused on achieving your vision. goalmakers.com/ia-mba



IIABSC WEBINARS

—members.iiabsc.com/eventcalendar

ABEN WEBCASTS

—iiabsc.aben.tv

VIRTUAL UNIVERSITY WEBINARS

—iiabsc.aben.tv

IIABSC DESIGNATION WEBINARS

—members.iiabsc.com/eventcalendar

Events & Trade Shows

IIABSC organizes several annual events to keep you in touch with the rest of the property and casualty insurance industry. Members receive discounted rates. Events with exhibitors are noted below. See our website for the details and photo archives.

EVENT COMMITTEES

Big I agency members and Palmetto Partners have the opportunity to serve on our event committees, which is a great way to get involved and support the association in the planning and promotion of our events. Active event committees include our Annual Convention, Young Agents and Technology committees. Committee participation means monthly conference calls, tasks between calls, event promotion and attendance. Committee members have onsite job duties, but great care is made not to negatively impact your event experience. Activity varies throughout the year depending on committee. *Contact Stacy Boan, email address sboan@iiabsc.com, to learn more.*

EMPOWERHER WOMENS CONFERENCE

All are welcome to our day of celebrating the growth and leadership of women in all aspects of the insurance industry. Connect with like-minded professionals, build valuable relationships and expand your network as we delve into the hot topics and challenges that women face in the insurance industry.



SPRING CONFERENCE

This event held in downtown Columbia offers insurance professionals the chance to multiply their visibility, increase their knowledge, enhance industry resources and engage with exhibitors, new contacts and colleagues.

Attendance is beneficial for agencies and companies of all sizes and locations. The convenient one-and-a-half-day format and large exhibit hall has made this annual event a member favorite.

Spring Conference offers education opportunities that traditionally includes an industry panel featuring representatives from the Dept. of Insurance, the State House and/ or other important industry experts to discuss the state of our industry.



ANNUAL CONVENTION

The Annual Convention is the annual meeting of IIABSC, traditionally held in October. The location varies and is always within a reasonable driving distance to South Carolina residents. It always features a huge exhibit hall, keynote speaker, CE sessions on relevant industry topics as well as state industry awards banquet.



Palmetto Partners

Providing support for our programs throughout the year

Palmetto Partners are associate members who go above and beyond in their support of our organization.

Not only do they sponsor all our events within a calendar year, but they do it all with a single investment early in the year, which helps significantly with event planning.

View the list below, and be sure to thank their representatives when you meet them at events or do business with them. We could not have successful association events without them!

iiabsc.com/partners

DIAMOND ELITE

IIABSC Agency, Inc.

Johnson & Johnson

Safeco Insurance / Liberty Mutual BL
/ State Auto Insurance Companies



DIAMOND

National General, an Allstate company
Risk Placement Services
SwissRe

PLATINUM

Amwins Access Insurance Services
BlueCross BlueShield of South Carolina
Burns & Wilcox
CRC Group Wholesale and Specialty
Jackson Sumner & Associates
Preferred Specialty LLC
SageSure

GOLD

Allied Trust Insurance Company
Heritage Insurance Company
Jencap
Orion180 Insurance Services, LLC
Slide Insurance
Southern Trust Insurance Co.
Swyfft

SILVER

Accentus Insurance Group LLC
AFCO Direct
AmTrust
Arbour Specialty
Builders
Capital Premium Financing
CRC Tapco
ePayPolicy
FORTIFIED
Frontline Insurance
Harford Mutual Insurance Group
ICW Group
Imperial PFS - Premium Financing
ISURITY
Openly
Peoples Premium Finance
Progressive Insurance
RiskAdvisor
SC Home Builders Self Insurers Fund
Specialty Program Group
Standard Premium Finance
System Search
Universal Property & Casualty Ins. Co.
US Premium Finance
XS Brokers

BRONZE

AF Group
American Integrity Insurance Group
AMERISAFE
Auto-Owners Insurance
Berkley Southeast Insurance Group
Berkshire Hathaway GUARD Ins. Co.
Central Insurance Companies
First Benefits Insurance Company
Frankenmuth Insurance
InsurBanc
Lilypad / Centauri Insurance
Main Street American Insurance
The National Security Group
One Alliance North America
Penn National Insurance
Selective Insurance Co. of America
Stonetrust Commercial Insurance Co.
Travelers Insurance
Utica National Insurance Group
Wright Flood Insurance

PALMETTO PARTNER GUIDE

Just as they support the industry through a partnership with our association, our Palmetto Partners are eager to support your agency. We publish our annual Palmetto Partners Guide, which includes the contact info of each of our partners' company reps as well as a brief list of markets and whether they are currently seeking new agencies. Download a copy from our partners webpage (iiabsc.com/partners), and contact them directly or arrange a meetup at any of our upcoming events!

Sponsorships by event

Palmetto Partnership is a great program, but it's not for everyone. Also worthy of thanks are the sponsors who choose to support by event. Listed on each event webpage and other conference materials, their support is also crucial for successful events.

YOUNG AGENTS LOCAL EVENTS

IIABSC's Young Agents program also offers local social events for agents of all ages around the state, starting with Charleston, Columbia and Greenville and hopefully expanding to Rock Hill, Hilton Head and Myrtle Beach. Their purpose is to strengthen local ties through networking and community involvement around the state.



YOUNG AGENTS SCHOLARSHIP GOLF TOURNAMENT

YOU DO NOT NEED TO BE A YOUNG AGENT TO PLAY!!!

This annual fundraiser is open to anyone (agents, companies, industry reps, customers, etc.) who wants to enjoy a fun afternoon of golf at one of South Carolina's premiere golf courses. Proceeds from the tournament are used to support the Young Agent Scholarship Fund, which provides scholarships for various industry programs.



Nationally recognized Young Agents program

At IIABSC we believe that the development of future industry leadership is critical to the continued success of the independent agency system. Our solution is the Young Agents program.

Registered agents are contacted directly for upcoming state and local events. They receive special Young Agents discounts to all events, and are also notified of many other special education and networking opportunities in their area.

This program is not just for young producers, but any agency employee who is either age 40 or younger or has been in the industry less than five years.

Register the Young Agents in your agency with the form found on the Young Agents web page.



YOUNG AGENTS CONFERENCE

The Young Agents Conference is a relaxed annual event that focuses entirely on the professional development of your agents and supporting the future leaders of our industry. This event is geared towards those newer to the industry or individuals in your agency age 40 or younger but the conference is open to agents of all ages and career stages. The Young Agents Conference provides a great opportunity to gain CE credit, build industry connections and expand your skillset.



Community Involvement

What sets independent agents apart

Community relations are what really sets independent insurance agents apart because they provide help in addition to the nature of the industry and contribute their leadership and industry knowledge as community leaders. It's this outreach that helps solidify the brand in a community.

In addition to all that our members are doing in their own communities, the state and national Trusted Choice® programs have their own initiatives that agencies can build upon locally, including the current partnership with Make-A-Wish South Carolina. Make-A-Wish grants the wishes of children with life-threatening medical conditions to enrich the human experience with hope and strength.



BOBBY SALMON BIG "I" RELIEF FUND

The impacts of Hurricane Helene have touched many of you. The Bobby Salmon Big "I" Relief Fund is available to provide financial assistance to you and your employees who have been impacted by catastrophic events not covered by insurance or other grants and funding sources. Through the generous donations of fellow independent agents and our industry partners, the Fund can assist our members in their time of need.

For those who want to help, donations can be made online. The Fund was established as a Foundation 501c3 entity and contributions are tax deductible to the extent permitted by law and no fees are deducted from contributions for staff time to manage the fund or facilitate distributions from the fund. Your donations will go a long way to help your fellow industry professionals.

independentagent.com/relief-fund

GIVE Movement

benefiting Make-A-Wish South Carolina

The GIVE Movement is an annual project that encourages agencies, affiliates and partners to come together for one week to give back to an incredibly inspirational and worthy cause. Inspired and led by our SC Young Agents, they have chosen Big "I" community partner Make-A-Wish South Carolina as the current effort's beneficiary.

The event starts out with a tier of agency and partner supporters who wish to participate at a higher level as TOP GIVERS. Then we rally individual contributions during the first week of June, our GIVE week, recognizing our goal touchstones and our top givers throughout the week.

Together their donations have a life-changing impact for children and families in South Carolina. There are hundreds of children waiting to have wishes granted, and the average cost of a single wish is \$7,500. We hope to grant as many wishes as possible!

Contact Young Agents Committee Co-Chairs Bret Carter or Cait Collin for more information or to become a TOP GIVER.



Marketing Reimbursement Program (MRP)

Get reimbursed for your branding efforts

In order to support your agency's branding efforts, Trusted Choice reimburses some of your associated costs each year. All funds are available on a first-come, first-served basis. Agencies with multiple locations may submit separate MRP applications for each location.

Reimbursements are made at 50 percent of cost with a maximum reimbursement amount of \$1,000 per agency for 2026 expenses. Funds are available to all members – even if your agency has used the program in the past. You can view and download updated guidelines, but the application must be submitted online.

There are three options:

DIGITAL MARKETING: Reach consumers in new ways with digital marketing and advertising online.

TECHCOMPARE VENDORS: Choose from and compare our list of approved outside vendors offering a variety of services to improve customer experience, operations and/or sales and marketing. Member agencies can only receive a maximum reimbursement of \$500/vendor. They are still allowed the \$1,000 max reimbursement if they use and submit multiple vendors.

MARKETING EDUCATION: Use MRP funds towards marketing courses or conference registrations for you or your staff. Courses must be pre-approved prior to attending.

For full details, download MRP guidelines and submit online application from the Agency Resource Center (trustedchoice.com/agents).

Digital Performance Hub

FREE tool allows you to view real-time data on your agency website's performance

Track your website health and improve user experience by accessing real-time data on your agency's website performance using our Digital Performance Hub. User-friendly interface includes a dashboard that allows you to track progress over time. **This tool is FREE for all agency members.**

WHAT IS ANALYZED?

The dashboard measures a range of key SEO metrics that impact the performance of your website and how it ranks in search engine results including:

- Overall Website Score
- Mobile Friendliness
- Metadata Review
- Keyword Analysis
- Backlinks Counter
- and hundreds of additional metrics (incl. security, ADA compliance and more)

You also have the ability to filter data to just see areas that need attention, what is most impactful, or what is easiest to fix.



See Your Agency Website Score!

ADDITIONAL COMPLEMENTARY REPORTS

Style and User Experience (UX) Analysis: This report analyzes various elements of your website that may be impacting the user experience and how they access key information. Feedback will be given on site structure and organization, imagery and aesthetics, integrated features, and more.

Social Media Review: Share your social media handles and we will review the content across all profiles to ensure your posts follow best practices and have a professional and cohesive tone.

trustedchoice.independentagent.com/programs-services/digital-performance-hub

Agents Resource Center

Amplify your local marketing

Your membership to the Big I gives you access to a wide range of FREE marketing materials designed to help independent agencies showcase their unique value you can deliver as an independent agent in your community.

trustedchoice.independentagent.com



AGENCY PROFILE IN "FIND AN AGENT" TOOL

Free agency profile in the agent directory on our consumer websites to help those consumers in your area who are looking for insurance information online find you. Look for more information this summer.

DIGITAL PERFORMANCE HUB

Track your website health and improve user experience by accessing real-time data on your agency's website performance using our Digital Performance Hub. Includes SEO metrics, actionable insights and user friendly interface. See page 14.

AUTOMATE YOUR SOCIAL MEDIA

Social Jazz allows you to fully automate your social media planning and posting for an entire year at a time, freeing your team to focus on what's important, your clients.

This service is normally priced at \$199 per month, but your membership with the Big I means you can now get it for only \$15 per month. Get started with a 30-day FREE trial.

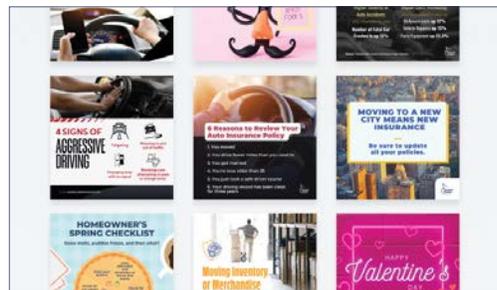


CUSTOM MARKETING MATERIALS

Let us customize campaign ads (choose format - radio, TV, print) in one of our national marketing campaigns. Trusted Choice marketing materials are designed with your agency in mind, and our in-house designer will customize these materials for you.

CONTENT TO SHARE

Access a full library of videos, graphics, and articles to share with current and potential customers. Find content for your social media or blogs in our database of pre-made consumer marketing materials including articles, social media posts, and infographics to share with potential and current clients.



RESOURCES & TRAINING

We have many training modules and webinars on various marketing topics to help develop your marketing skills. Topics include Advertising 101, Power of 30 seconds (improve client caller experience), social media and marketing strategy.

TOOLKITS & GUIDES

Among our many resources we have several toolkits and guides that complies nearly everything agents need to know to start exploring topics such as:

- Google Business Profile Optimization Guide
- AI Toolkit
- Agency Social Media Guide
- Hard Market Toolkits.

BLOG

Stay up-to-date on the latest marketing trends by reading content from our Blog.

Agency Consultant Services

The traits of good leadership include knowing when to ask for help. Below we have compiled an ever-growing list of reputable agency consultants across a variety of specialties including E&O risk management, data security, sales training, workflow, recruitment, agency valuation and perpetuation planning.



AGENCY FOCUS/CAREY WALLACE

Agency Valuation Services, Agency Operations, Compensation Strategy and Transition Planning. Agency Focus CEO Carey Wallace has worked with hundreds of agencies helping them understand their agency's value and turn that knowledge into an actionable plan for their agency's future. Agency Focus offers IIABSC members a free 1/2 hour consultation to review your agency needs and provide advice and resources focused on business planning, agency operations and compensation strategy.

www.agency-focus.com



CATALYIT AGENCY TECHNOLOGY GUIDANCE

Catalyit is a resource we have been promoting to members as a DIY resource for all things agency technology, however they do also offer access to their partners and industry insiders for one-on-one consulting services.

catalyit.com/consulting



IA VALUATIONS

Your agency is your greatest financial asset. IA Valuations works to help independent insurance agency owners start valuation-based planning to realize and maximize its value. Valuation reports include fair market value report, your agency's unique risk factors, and any factors affecting an ownership transition. See also *upcoming FREE webinar schedule*.

iavaluations.com

IIANC E&O CONSULTING/JASON SABO

Jason Sabo with our sister association in North Carolina is a Swiss Re approved auditor who can perform both agency operational reviews and E&O website reviews to receive annual premium credits. The benefits of these reviews go far beyond with its impacts on efficiency, improved service and agency culture.

iiabsc.com/eo-audit



MARKET RETRIEVERS CONSULTING

Market Retrievers provides a full marketing team for your business without the costs of staffing and hassles of training. The Market Retrievers team has more than 17 years of combined experience working with insurance agencies, insurance companies, trade associations, nonprofits and B2B clients. They speak the language of your clients, prospects, and staff to develop marketing strategies that will drive business and engagement.

www.marketretrievers.com

THE MOBERG GROUP

The Moberg Group is a leading provider of Independent Agency and Broker Consulting and Errors and Omissions loss control programs for independent insurance agencies and brokers. Regardless of the size of your agency or brokerage, our team of highly experienced consultants can assist your organization in a cost effective manner.

www.moberggroup.com

OPTIMUM PERFORMANCE SOLUTIONS

Optimum Performance Solutions offers a wide range of agency consulting services including planning, compensation, agency valuation, mergers, marketing, perpetuation, training, acquisitions, retention, profitability, workflows as well as being an expert witness at trial and other legal proceedings. IIABSC members receive 10 percent of service fees.

www.optperform.com

GEORGE ROBERTSON CONSULTING

George Robertson is among our data security consultants for compliance with the South Carolina Data Security Act, but his expertise extends to nearly all aspects of technology needed in agency operations.

www.georgerobertsonconsulting.com

SOUTHWESTERN CONSULTING/MATT KIRBY

Agency Management & Sales Consulting. Matt Kirby is a sales ninja and has spoken at the IIABSC Annual Convention and led a series of FREE agency management and sales training webinars for our members on the topics of recruiting, time management, staff training and development, referrals, creating sales culture and increasing drive.

southwesternconsulting.com/trainers/matt-kirby

VIRTUAL AGENCY SOLUTIONS

Virtual Agency Solutions is a partnership of state Big I associations offering members a variety of virtual agency consulting services at reasonable prices. Services include E&O website review, E&O operational improvement review, strategic planning, executive coaching, agency valuation, Kolbe strengths training, sales training and technology consulting.

www.virtualagencysolutions.com



THOMAS H. WETZEL & ASSOCIATES

Tom Wetzel and his team made our consultants list with their Digital Red Flags cyber risk assessment and Digital Roadmap strategy and action plan, but they offer several other services to help your agency succeed online and in the digital marketplace.

wetzelandassociates.com

ACT Disaster Planning Guide

Prepare employees, office, systems & clients

Disasters, whether natural or otherwise, can strike at any time and without notice. The best line of defense is offense—prepare your employees, physical office, data, systems, and clients with procedures to implement when disaster strikes. Be prepared to serve your clients without power, phone, Internet, or even a physical office location.

Enhance disaster preparedness for your small business by implementing remote work capabilities, utilizing cloud-based systems, and ensuring diverse, resilient infrastructure to maintain your operations and provide support to your clients during physical disruptions.

independentagent.com/disaster-plan

Best Practices: Learn from the best

Industry research on high-performing agency operations

Do you want to know what the best agencies are doing to achieve superior results? IIABA created Best Practices to create opportunities for you to make real change to your agency and its success. There are multiple tools available and each is designed to address a specific area.

More than 200 agencies in each of the seven revenue categories agreed to open their operations and financials to the Best Practices Study. A full new study is completed every three years with ongoing annual updates.



Best Practices subject matter includes:

- Customer service
- Perpetuation
- Agency benchmarking
- Producer contracts
- Hiring, training producers
- Sales and service staff compensation/productivity
- Tax issues and more.

independentagent.com/best-practices

ACORD END-USER LICENSING

Most Big I memberships include complementary ACORD form end user licensing (those with a group gross revenue of under \$50 million using an agency management system). The ACORD licensing renewal and Big I membership verification is automatic year-to-year once you have set it up. Read our national association FAQs and information page to learn more.

independentagent.com/big-i-members-receive-acord-forms-licenses

CUSTOMIZABLE AGENCY PROCEDURES MANUAL

By Big I Professional Liability

Big I Professional Liability has a customizable agency procedures manual available for download on the E&O Guardian website. It is designed for both personal- and commercial-lines workflows. You must customize the template to your agency's procedures, consistently follow them, and update it when procedures change.

E&O attorneys say that having good procedures in place is critical in mounting a compelling defense. It can also significantly improve customer service and increase efficiency.

independentagent.com/resource/sample-agency-procedures-manual



All the agency tech guidance you need, in one place

Developed by Steve Anderson in partnership with several Big I state associations, Catalyit's simplified technology resource opens independent agents to a community where they can inspire, grow, and succeed. We meet customers where they are and create a stronger, more innovative independent agency system. So, no matter where you are on the technology spectrum, from early adopter to experienced implementer, you're in the right place.

IIABSC members can get started for FREE with a basic subscription. Full access only \$9.99/month.

catalyit.com/iiabsc

BIG I AGENTS COUNCIL FOR TECHNOLOGY (ACT)

IIABA's **Agents Council for Technology (ACT)** is committed to providing agents and the industry with practical information and tools to help them use technology more effectively and become more productive.

The industry's leading technology experts provide blueprints on disaster planning, cybersecurity, customer experience, and other emerging trends to help your agency.

independentagent.com/agency-management/technology

DATA SECURITY COMPLIANCE SERVICES

The SC Insurance Data Security Act affects every South Carolina licensed producer and agency, resident and non-resident. All producers/agencies must report all data breaches to the SC Department of Insurance, and no agency is exempt from implementing a basic Information Security Program to protect their clients' Non-public Personal Information.

IIABSC can also recommend several data security consultants to assist agencies with all aspects of data security compliance and staff training (see page XX).

LEVITATE CLIENT HAPPINESS PLATFORM

Levitate's Happiness Platform combines authentic communication tools, dedicated success specialists and AI to help you build lasting relationships with clients. Tools include broadcast emails that can be customized individually, social media scheduling, personalized texting, meeting booking, handwritten cards, surveys and reviews. Integrates with Vertafore, Hawksoft, MS Office 365, Gmail and more.

iiabsc.com/Products/Pages/Noninsurance/Technology/levitate.aspx

ePayPolicy

Accept premium payments online
ePayPolicy online payment processor

IIABSC has endorsed ePayPolicy as a preferred vendor for processing online premium payments. Not only do their services enable agents and brokers to accept credit card and ACH payments online, but it also allows you to pass on the transaction fees to the insured.

This service integrates with some of the best management systems on the market, including Vertafore's AIM, Sagitta, and FinancePro, as well as Applied's CSR24, MGA Systems, NowCerts, i-Engineering's ALIS, and more on the way.

epaypolicy.com/endorsements/iiabsc

Accelerate your speed to revenue

DocuSign is the global standard for eSignature®, which is why it is the Big "I" endorsed DocuSign electronic signature platform for our members.

- **Accelerate revenue:** Reduce the application process by eliminating faxing, mailing, printing and scanning for both you and your client. Invest the saved time in expanding your business.
- **Reduce E&O exposure:** Ensure documents are 100 percent in good order by guiding applicants through the signing process so no fields, initials or signatures are missed.
- **Delight clients:** Give clients the convenience of completing documents online quickly from any device. The ease of using DocuSign increases client satisfaction and retention.
- **Fits with your existing workflow:** Complete applications, renewals, coverage forms, etc., submit to carriers and save copies in your agency management system.



docusign.com/iiaba



Talent Solutions for the Insurance Industry

Finding the right hire for your company can be a game changer. WAHVE's two talent solutions (*options for both contract staffing and direct hires*) helps you hire the best-fit talent. As insurance industry talent experts, we understand the unique skills and experience you need, and how to cut the fastest path to the most qualified candidates. **wahve.com**

Profiling candidates aids agency hiring decisions

Caliper Assessment Process

Caliper offers great tools to aid in your hiring process as well as further staff development and through your membership with IABSC you get a discounted rate.

The Caliper Profile is an in-depth, comprehensive personality assessment that enables Caliper consultants to give a clear picture of an individual's job-related strengths and areas of concern that would eventually appear.

Visit their website, caliperonline.com, for more or contact them directly – call 609-524-1200 or email info@caliperonline.com.

Virtual University Knowledge Assessments

The Virtual University offers a series of FREE knowledge assessments to help you test knowledge of ISO policy coverage forms with referrals to related resources. Current knowledge areas include workers comp, homeowners, personal auto, business auto, commercial property and commercial general liability. Find them in "Online Learning Resources."

independentagent.com/vu

Big "I" Member Staffing Solutions

BIG I HIRES - RECRUITMENT/HR TOOLS

The Big "I" offers members access and exclusive discounts on top-tier hiring and HR resources to help you find—and keep—the right talent.

Full Suite of hiring resources includes:

- Hiring & Recruiting Resources
- IdealTraits Hiring Platform
- HR Support & Resources
- Skills Assessments & Onboarding
- Guide to Producer Contracts
- National Job Board - allows applicants to filter by state
- Hiring trends
- Invest program - works in school & colleges to bring in next generation of insurance professionals

See also: *Big I Retirement and other employee benefits (page 2)*. **bigihires.com**



AGENCY COMPENSATION 360 STUDY BY CATALYIT

Agency Compensation 360 is a first-of-its-kind, multi-state compensation survey built exclusively for independent insurance agencies.

Here's the bottom line: if you don't participate, you won't get access to the results.

By completing the survey, you'll get EXCLUSIVE, instant access to an interactive dashboard, giving you:

- A clear view of salary and commission ranges
- Benchmarking for benefits, PTO, and remote work trends
- Insights into staffing forecasts
- Filters by state, region, agency size, and role so you can see exactly how your agency compares

Every response helps build a stronger, more reliable data set that benefits the entire independent agency community. The more agencies that submit, the better the data for SOUTH CAROLINA.

This is your opportunity to see where your agency stands and use real data to make better decisions about hiring, retention, and growth.

catalyit.com/comp360/iabsc

InsurBanc

Founded by Insurance Agents

InsurBanc is an independent community bank that was founded by our national association exclusively for agents. They have developed a distinctive culture that allows the opportunity to work as a partner to help optimize growth opportunities and manage your agency efficiently. *Member FDIC, Equal Housing Lender.*

Services include:

- **Agency Financing** — acquisitions, perpetuation, working capital, producer development, debt refinancing, owner-occupied real estate and equipment leasing.
- **Cash management** — these programs understand your unique seasonality and fluctuations and provide the best return on your money and operational efficiencies.



Visit insurbanc.com for more information or call 1-866-467-2262.

HEARTLAND PAYROLL & HR SERVICES

A trusted partnership you can count on to help protect your book of business and deliver high-quality payroll and HR services for your new and existing clients of all sizes. Whether you are looking for a turnkey payroll service for your expanding employee base or building an employee handbook for the first time, our payroll and HR services offer reliable solutions you can trust.

Offering:

- Payroll Processing
- HR Solutions
- Integration Solutions
- Time & Attendance
- Tax & Compliance
- ACA Reporting
- Pre-employment solutions



Contact Mark Wagener, mark.wagener@e-hps.com or 704-430-8350 to get started.

ZERORISK - HR HIRING ASSESSMENT TOOL

Personality testing isn't a good way to assess a potential new hire. Research shows that 80% of the competencies that lead to success in the workplace are based on emotional intelligence (EQ), not personality or behavioral. The ZERORISK Hiring System® blends a revolutionary behavioral science with state-of-the-art technology to reduce unwanted turnover, improve employee performance, and hire top talent. Using proven best practices, the ZERORISK Hiring System® talent management software manages the entire employee selection and interview cycle to help your agency achieve bottom-line results. zeroriskhr.com/iibsc

Toshiba Business Solutions

Our preferred office solutions provider for IIABSC and they now offer IIABSC member discounts for their products and services.

Toshiba provides a wide array of office technology solutions including:

- Toshiba copier/MFP's
- Electronic content & document management solutions
- File Storage, retrieval, & workflow solutions
- Document Security
- Elite Partnerships w/ Lexmark, Brother & HP
- Local Service & Support

View a full list of products and services on our webpage. For a quote, contact Ryan Hunter, ryan.hunter@tbs.toshiba.com, or 864-419-5098. business.toshiba.com/products

Discounted Office Supplies

IIABSC and ODP Business Solutions have partnered to offer members exclusive benefits and savings on a wide selection of products and services.



Insure your future with InsurPAC

We make your voice heard
on Capitol Hill

InsurPac is the Political Action Committee of our national association. It complements our federal legislative program and allows us to discuss important issues with legislators.

Our funds are contributed to candidates running for federal office in both the primary and general elections, while increasing agent visibility on Capitol Hill and empowering agent participation in the political process. *Federal issues of importance include the long-term re-authorization and reform of the National Flood Insurance Program, crop insurance, tax reform, terrorism insurance, industry regulation reform, health care and cybersecurity issues.*



Benefits of Advocacy

Representing your industry's interests

Advocacy is one of the primary benefits of membership. Ours is such a heavily regulated industry that at any given time there are a number of issues being discussed in any number of places that could have a serious impact on your business.

Our leaders and committees work with state legislators, insurance regulatory commissions, national industry organizations and insurance company executives to address certain issues and concerns so that you can focus on running your business.

INDUSTRY RELATIONS

We have many associate members who have invested in our association because they believe in the independent insurance agency system and want to further its progress. Our contacts in the industry also help us at the State House and speak at our events.

GOVERNMENT AFFAIRS

IIABSC has a respected and effective government and industry relations program, which has been instrumental in the recent tort and workers compensation reforms. We offer our members regular legislative reports while the General Assembly is in session. We organize two annual trips for members to call upon representatives at the state and federal capitols to demonstrate the grassroots support that the Big "I" maintains.

INSURANCE REGULATION

Just as we have built and maintain relationships in the Governor's Office and the State House, so have we built them in the SC Department of Insurance to be a trusted voice for independent insurance property and casualty agents on a variety of issues.

GRASSROOTS COORDINATION

While we have a great team working day in and out to represent you while you run your business, sometimes it is necessary to demonstrate just how many people in our state make their livelihoods through the industry. Sometimes the best advocate for policy is the constituent.

In those few cases we urge our membership to contact their legislators and ask them to make a decision on their behalf. Our government affairs program would not be nearly as successful without grassroots support.



IIABSC Foundation

Promoting industry education, awareness for more than 40 years

The IIABSC Foundation was established in 1984 as a special means of providing support to creating a positive public image, serving the insurance industry and having lasting effects on the association and its members.

With tax-deductible contributions, the Foundation has contributed to programs to improve safety, deter crime, develop talent and provide insurance education.

UNIVERSITY SCHOLARSHIPS

We have a college scholarship program for students of all pursuits whose parents work for member agencies. *Learn more about the application process and deadlines on our website, iiabsc.com/foundation.*

GRANTS

Since its inception, the IIABSC Foundation has supported almost 30 organizations or projects in support of our mission.

TALENT DEVELOPMENT

Supports project InVest and regional universities to help attract new talent to independent insurance agencies.

PROFESSIONAL DEVELOPMENT

Sponsors insurance education programs and provides scholarships for agents interested in pursuing the CIC designation and to Young Agents at the national Legislative Conference.



HELP OUR MISSION WITH YOUR CONTRIBUTIONS

The primary support for the IIABSC Foundation comes through generous contributions from Big "I" members and partners. You can help continue the association's public service tradition by including a tax-deductible donation with your annual dues renewals or by donating online any time throughout the year - iiabsc.com/foundation.

MEMORIALS

A great way to honor or remember your industry colleagues is with a memorial or honorary donation to the Foundation. Memorial donations can be made at any time, and the families will be notified.



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iiabsc.com/foundation



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