



# TALKS

**Renew Your Membership  
Today**

## Michigan PIA Newsletter - October 2024

### **SOLD OUT** **10th Annual Michigan PIA UnConvention**



The Michigan PIA 10th Annual UnConvention was held at The Radisson Plaza Hotel in downtown Kalamazoo. The event surpassed record numbers and was sold out. Attendees earned CE credits, got up to date information on how to protect and keep their information safe with cybersecurity classes. They learned about the new rules coming up in Michigan employment from HR Management Services and got tips on what to do if you find yourself in an audit situation from Greg at Schafer Agency. Lots of food, fun and networking rounded out each night. Attendees dressed up in their best roaring 20s Great Gatsby attire and tried their luck at our casino night. The YIPs rounded out the event with a pub crawl downtown.

**Thank You  
To Our Allies!**

**Elite**

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AND FINANCIAL SERVICES



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**PROGRESSIVE**



Leann and Mark Ely pictured above. Winner of the Michigan PIA Distinguished Partner Award for 2024.

## Major

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## Champion

- Accident Fund & AmeriTrust
- Conifer Insurance
- CRC Group
- Enterprise Rent-A-Car
- Hastings Mutual
- Michigan Insurance Company
- Michigan Millers Mutual Insurance Co.
- Pioneer State Mutual Insurance Company
- Retailers Insurance Company
- Safeco Insurance
- Liberty Mutual Insurance
- State Auto Insurance Companies
- Small Business Association of Michigan (SBAM)
- Wolverine Mutual Insurance Company

## Networking

- Berkshire Hathaway GUARD Insurance Companies
- Capital Premium Financing, LLC



Pictured above: Andrew Ceo from Hemlock Insurance Group, winner of the Michigan PIA Agent of the Year Award for 2024.

- Iroquois Group
- MidPoint Construction
- SunGlo Restoration
- Travelers
- Globe Midwest Adjusters International
- Secura Insurance Companies
- XS Brokers



### **Michigan PIA Member Benefits:**

There are many reasons to join the Michigan PIA. Here are just a few benefits you receive when you join:

- Exclusive access to E&O Insurance
- Membership in the Small Business Association of Michigan (SBAM)
- Access to the PIA Branding Program
- Backstage pass to Industry Networking Events
- Capitol Hill in your backyard with Grass Roots and the PIA Legislative Summit
- Discounts on many office services
- Any many more

Go to **our website** to sign up to become a member or call 1-800-836-8842.

**Michigan PIA Scholarship Fund:**





Pictured above: Tony Curti winner of the Michigan PIA Lifetime Achievement Award for 2024.

Pictured below: Roaring 20s Casino Night at UnConvention.



A scholarship fund has been created to promote the education of students who are pursuing careers in insurance related fields. This fund has been established by the Michigan Association of Professional Insurance Agents (MIPIA).

It is a permanent, endowed fund which will leave a legacy to assist students who are pursuing the insurance field as their career path.

MIPIA contains a membership of civic-minded, small businessmen and women who embody the spirit of entrepreneurial America and form the backbone of our society. They are leaders in their communities, providing personal attention to customers, one neighbor at a time.

The MIPIA has created the scholarship fund through Four County Community Foundation. The Foundation has 119 funds with a wide variety of charitable purposes.

Send a check with "MIPIA Scholarship" in the note section to: Four County Community Foundation, PO Box 539, Almont, Michigan 48003. Your gift will help youth today and forever in their pursuit of a career in the insurance field.

[Click to Apply](#)





Pictured below: CE class at Bell's Brewery during UnConvention.



National PIA President Ariel Rivera speaks to the UnConvention attendees about his vision for PIA for this year and the future.



[Click here to see all photos from UnConvention](#)



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 **SMALL BUSINESS**  
Association of **MICHIGAN**  
**STRATEGIC PARTNER**



## LEGAL WEBINAR SERIES

### PROTECTING YOUR SMALL BUSINESS

Join the experts at **Mavacy Law Firm** as we review the importance of **Succession and Estate Planning** to prepare your small business for long-term success and stability, and protect the investment you've built



October 29 @ 10:00 am

Presented by SBAM Approved Partner, Mavacy Law Firm

Join the experts at Mavacy Law Firm as we discuss Succession & Estate Planning for your small business.

[Click here to register](#)

# thinking BIGGER

Thinking Bigger a Michigan PIA member benefit brought to you by the PIA Partnership.  
Innovative discussions to make your agency infinitely better.

[Click here to learn more](#)



Interested in getting more involved with the Michigan PIA? We have many committees you can join. Click the link below to learn more.

[Click here to register](#)



## YIP Ugly Sweater Party

Join the YIPs and Michigan PIA for a night of fun, food and networking. Our Annual YIP Ugly Sweater Party takes place in Grand Rapids on Wednesday, December 4 at the Fowling Warehouse.

[Click here to register](#)



# AGENCY INSURANCE AND FINANCIAL SERVICES

# E&O

## E&O Exclusive MIPIA Partner

As a Michigan PIA member you have access to E&O Insurance through Agency Insurance & Financial Services. If you are looking for E&O Insurance or shopping for new insurance let Erin Dey and her team give you a quote. They are happy to help! Give them a call at 616-988-4470.

[Click here for more information](#)

We KNOW

*for Insurance Agents*



## The Problem of Insufficient Property Limits

Commercial Property and Homeowners/Dwelling Coverage are two of the most frequent sources of E&O claims – and these claims often involve disputes over insufficient property limits. Every agency likely has clients with property limits insufficient to cover replacing the property, which means your agency is potentially exposed to a claim issue in the event of a loss.

Navigating a discussion of property values with your clients can be challenging. Clients will often look to you to tell them their limit is adequate. It is vital to be clear that you are not qualified to determine the replacement value of their property. Clients should choose their own property limits.

Following these practices can help you protect your agency if a client suffers a loss that is not adequately covered and pursues an E&O claim against you:

- Document, document, document. Document any discussions involving limits in writing in your file. This is particularly important when you have verbal discussions with a client as these can turn into “he said, she said” scenarios if there is an E&O claim. Memorialize verbal communications in writing to the client. Whenever possible, have the clients confirm they believe their limit is adequate.
- Note coinsurance clauses to clients. This is a commonly overlooked and misunderstood aspect of property coverage by clients. See this flyer about the importance of property values that can be provided to your clients.
- Communicate to clients that they should contact you if changes are made to the property or if they believe the limits may no longer be adequate.
- Obtain an annual signed statement of values for commercial property accounts that includes a disclaimer. Here is sample disclaimer language:

o The signature above acknowledges that: (1) the values listed were provided by the signatory, based upon the knowledge of the signatory or an independent appraisal obtained by the signatory; (2) the agency has not provided the values listed above and has made no representations regarding the values listed above; (3) the failure to provide accurate values may reduce or eliminate insurance coverage; (4) higher limits may be

available upon request.

- Keep in mind that insurance-to-value tools may be outdated and are sensitive to the data entered into them. Ideally, your clients will advise you of the limits they need. However, you may need to utilize these tools. Clients must understand that replacement cost estimates generated by these tools may not be adequate in event of a claim.

- o The following is an example of disclaimer language that can be used if providing a replacement cost estimate to your clients:

- The information outlined in the Replacement Cost Worksheet is an estimate of a dwellings value based on information provided by the policyholder. This replacement cost figure was evaluated using industry standard software which calculates replacement cost values. The actual cost to rebuild or replace a dwelling may exceed the limits outlined in the Replacement Cost Worksheet. This estimate is used for information purposes only and the agency does not guarantee that the policy limits provided will be adequate to rebuild the structure. The policyholder has the option of retaining a professional appraisal if there is a question as to whether the replacement cost number is adequate.

This information should not be taken as legal advice, and any significant changes to your operations should be discussed with your attorney and your E&O carrier. If you have further questions, please contact Agency Insurance and Financial Services at (616) 988-4470.

## MIPIA Advocacy Center



## MIPIA Advocacy

On September 25, Congress once again avoided a government shutdown after reaching a short-term deal, called a continuing resolution (CR), to fund the federal government. Included in the agreement was an extension of the National Flood Insurance Program (NFIP). The NFIP, along with the rest of the federal government, will now be funded through December 20, 2024.

This extension marks the 31st short-term extension of the NFIP since its last five-year reauthorization expired in 2017. In advance of that deadline, the 115th Congress was unable to agree on NFIP reforms, leading to a seemingly endless string of short-term extensions.

PIA will continue to work with lawmakers to bolster support for a long-term reauthorization of the NFIP with necessary reforms.

[Click here to take action](#)

**WHAT CAN THE PIA DO FOR YOU?  
CHECK OUT OUR BENEFITS**

## MICHIGAN PIA Membership



Not a Michigan PIA member yet? We are excited to bring you annual events in 2024 like CE & Suds, Golf Classic and UnConvention. With membership you receive discounts, ways to help your agency and unique networking opportunities. Email Lynn at [lszefi@mipia.com](mailto:lszefi@mipia.com) for more information on how to become a member!

[Click here to join](#)



## Michigan PIA Member: Referrals

Know someone who is not a member of the Michigan PIA. Refer them to us and we will let them know all about our member benefits, awesome networking events, advocacy programs and our commitment to propel the Independent Insurance System forward.

[Click here for more information](#)

## Michigan PIA Officers



Your 2024-2025 Michigan PIA President is Dominic Giancola. Todd Iannarelli is your Vice President, Chad Torley is your Treasurer/Secretary, Nicole Rant is Past President, Erin Dey is your National Director. Greg Schafer, Scott Shappee, Mark Swieczkowski, and Cale Wiltse round out the rest of the Board.

Founded in 1931, PIA is a national trade association that represents member insurance agents and their employees who sell and service all kinds of insurance, but specialize in coverage of automobiles, homes and businesses. PIA members are Local Agents Serving Main Street America. National PIA's web address is [www.pianet.com](http://www.pianet.com).

## Michigan PIA Young Insurance Professionals



Pictured above are the Young Insurance Professional Board Members. Pictured left to right: David Wolf, Ben Finn, Jordan Burns, Amanda Crum and James Heuker. Want to get involved with YIP? **Start by clicking here!**

### Michigan Association of Professional Insurance Agents

PO Box 99579  
Troy, MI 48099  
Phone: 1-800-836-8842

[Message Michigan PIA](#)



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