



Main Street

INDUSTRY NEWS

INSIDE

*The Hard Market:
The Hardest in Decades » 7*

*Cyber Attacks: A New, Very
Frightening Statistic » 18*

*Big Changes: The Biden
Administration's Push to Increase
Electric Vehicle Production » 29*



Workers' Compensation



We distinguish our Workers' Compensation coverage by providing value-added services before, during, and after a claim.

- Upfront loss control measures
- Responsive claims handling
- Facilitation of quality medical care (when an accident does occur)

We've been successfully protecting our policyholders and their employees since 1983.

Browse all of our products at www.guard.com.

APPLY TO BE AN AGENT: WWW.GUARD.COM/APPLY/

Did you know?

Did you know that PIA's company council, The PIA Partnership, has conducted nationwide research about the insurance buying preferences of small business owners?

The research is encouraging because it found that small business owners strongly prefer independent insurance agents as they make choices in today's online world.

However, the results also serve as a wake-up call that agents must take steps to continue to demonstrate their value and also be more engaged online.

PIA and the companies belonging to ***The PIA Partnership*** have created a public website that helps agents understand PIA's findings.

PIA members also have access to a private website containing a series of strategies and tools to help them stay ahead of online competition in commercial lines.

To access the newest PIA Partnership project, ***Small Business Insurance & The Internet – The Voice of the Commercial Lines Customer.***

If you are not a PIA member and want to access all of the tools available through this program, contact us for a membership application or visit us online at ***www.pianational.org/header-utility-items/join/Join-PIA***.



National Association of Professional Insurance Agents
400 N. Washington St., Alexandria, VA 22314-2353
www.pianet.com | membership@pianet.org | (703) 836-9340

Contents

The Hard Market: The Hardest in Decades | 7

A new white paper by the American Property and Casualty Insurance Association (APCIA) is telling most of us what we already know. The hard market we're currently experiencing is probably the hardest market any of us have ever seen.

Failed Banks - Part 1: Insurer Exposure | 8

Insurance companies do not have much financial exposure in the new failed Silicon Valley Bank, Silvergate and Signature Bank. Fitch Ratings calls the exposure, "modest."

Failed Banks — Part 2: Banks Want an FDIC Guarantee Expansion | 9

The Federal Deposit Insurance Corporation (FDIC) insures bank deposits up to \$250,000. Anything above \$250,000 is gone. A lot of investors were shocked to learn that when Silicon Valley Bank, Silvergate and Signature Bank failed last week.

Insurance Can be Complicated: Small Business Owners Struggling to Understand | 10

NEXT Insurance looked at small business owners and what they know about insurance.

A.M. Best:

Insurer Credit Ratings Downgraded | 11

In 2022 A.M. Best downgraded credit ratings on several insurance firms. Commercial property insurers saw the most downgrades.

Raising the Official Retirement Age?

Most of Us Say NO! | 12

As part of the push to reduce the federal government budget, many in the Republican leadership in Congress said they want to look seriously at reductions in the nation's bulky safety-net programs like Social Security and Medicare.

2022 Underwriting Losses:

The Largest in Over a Decade | 14

The American Property Casualty Insurance Association (APCIA) and Verisk often take a detailed look at what's happening with insurance income. The latest look has to do with underwriting.

Florida's Tort Reforms:

A Shot Heard Around the Country | 16

Florida now has new tort reform laws. Governor Ron DeSantis called his state a "judicial hellhole" and signed them into law.

Cyber Attacks:

A New, Very Frightening Statistic | 18

Sophos is a cybersecurity company. It does a lot of tracking and recently concluded that — whether the business knows it or not — 94% of all organizations have seen some form of a cyber attack in the last year.

The NICB:

Auto Thefts Hit Over 1 Million in 2022 | 27

You could say it's a plague of sorts. At least that's how some law enforcement agencies are describing auto thefts in the U.S.

Big Changes: The Biden Administration's Push to Increase Electric Vehicle Production | 29

According to unofficial sources in the Environmental Protection Agency (EPA, by 2030 the Biden administration wants at least 54% of all vehicles sold in the U.S. to be electric.

PIA NE IA EVENTS

Upcoming Events Calendar 2023 | 21

ADVERTISEMENTS



**Contact Lindsey
to place an ad at
402-392-1611.**

Think  first

Dependable insurance backed by **a team ready to help.**



Farmers Mutual of Nebraska has been protecting the vehicles, equipment, and buildings farmers and ranchers depend on for over 130 years. We're dedicated to supporting our independent agents with helpful product resources and continued innovation. It's no secret that insurance backed by personalized service and unmatched financial strength gives policyholders the advantage over the unexpected.



farmers mutual
of nebraska

For more information, contact:

Tim Valleau, CPCU, AIC
Regional Director of Agencies
tvalleau@fmne.com
308.698.2838

Always alongside you.

auto | farm | home | fmne.com

Enjoy the convenience of the Farmers Mutual Mobile App!





Main Street INDUSTRY NEWS

PIA FOR NEBRASKA AND IOWA

PIA Association for Nebraska and Iowa is committed to focusing its resources in ways that cast the most favorable light on its constituents. We are dedicated to providing the type of programs, the level of advocacy, and the dissemination of information that best supports the perpetuation and prosperity of our members. We pledge to always conduct ourselves in a manner that enhances the public image of PIA and adds real value to our members.

SUBSCRIBE OR COMMENT

Professional Insurance Agents NE IA

Attention: Editorial
Main Street Industry News
11932 Arbor Street, Ste. 100
Omaha, NE 68144

Email: office@pianeia.com
Ph: 402-392-1611
www.pianeia.com

The PIA NE IA, **Main Street Industry News** reserves the right to edit your comments to fit space available. We respectfully ask that you keep the comments to 200-300 words.

Follow and connect with us!



Cathy Klasi, Executive Director
(402) 392-1611

Lindsey, Ad Placement
(402) 392-1611

.....
This publication is designed by **Strubel Studios**.

IS YOUR E&O X-DATE HERE?

Considering a change?

Let the PIA quote your E&O

Steve Bailey

(402) 392-1611
Steve@pianeia.com



*E&O Coordinator
Steve Bailey*

THE HARD MARKET

THE HARDEST IN DECADES

A new white paper by the American Property and Casualty Insurance Association (APCIA) is telling most of us what we already know. The hard market we're currently experiencing is probably the hardest market any of us have ever seen.

In a press release from the APCIA, spokeswoman Karen Collins said historically high inflation and an increasing number of natural catastrophes are driving the hikes.

"The growth of population, housing, and businesses in hazard-prone areas are exacerbating the effects of climate change, leading to more frequent and severe catastrophe losses," she said. "The higher costs of capital and reduced reinsurance capacity are further exerting upward pressure on insurance rates and may result in stricter underwriting in catastrophe-exposed markets."

In the white paper, the APCIA pointed out that the 8% inflation rate of 2022 was a 41-year high. It peaked at 9.2% last June.

Adding to the troubles insurers are seeing is an escalating number of claims. Underwriting losses are huge and the combined ratio for P&C insurers averaged 104%.

Claims frequency and the severity of claims losses are responsible for 8 years in a row with

10 or more catastrophes exceeding \$1 billion. Losses from natural disasters from 2020 to 2022 was over \$275 billion.

That is the highest-ever three-year total.

Adding to the hard market troubles are the significantly rising costs of repairs and materials and replacement parts. The producer price index for residential construction goods leaped 33.9% from January of 2020 to December of 2022.

Home furnishing prices in the same time period rose 18.7%.

Collins also noted the choices homeowners and business owners are making is also helping to drive the rising hard market.

"The growth of population, housing, and businesses in hazard-prone areas are exacerbating the effects of climate change, leading to more frequent and severe catastrophe losses," she said. "The higher costs of capital and reduced reinsurance capacity are further exerting upward pressure on insurance rates and may result in stricter underwriting in catastrophe-exposed markets."

Source: *Insurance Journal*

ascend ×



Make agency bill as easy as direct bill

Increase your bottom
line with simplified
premium financing,
invoicing, and carrier
payables

FAILED BANKS



PART 1: INSURER EXPOSURE

Insurance companies do not have much financial exposure in the new failed Silicon Valley Bank, Silvergate and Signature Bank. Fitch Ratings calls the exposure, “modest.”

Most of the exposure for insurers is from life insurers and the total exposure for all insurers is just \$1.16 billion. In its release on the topic of the three banks, the ratings company then outlined how it views a number of exposures for different lines of insurance.

It defined them as mostly stable.

“Life insurance products, whether protection or investment-oriented, are generally intended to provide benefits over the long term or to fund long-term objectives, and often include surrender charges, which disincentivize withdrawals,” Fitch said. “Non-life insurance contracts are designed to finance uncertain events. These product features provide stability

to insurers' liability profiles and promote their ability to match asset and liability durations and maintain sufficient liquidity.”

Banks are whole other issue, but not one of much concern.

“In contrast, banks have very short liability duration, where depositors can generally demand the return of their deposits on any date without penalty, which generally leads to an inherent asset/liability duration mismatch,” Fitch’s release on the matter said.

Source: [Reinsurance News](#)

PART 2: BANKS WANT AN FDIC GUARANTEE EXPANSION

The Federal Deposit Insurance Corporation (FDIC) insures bank deposits up to \$250,000. Anything above \$250,000 is gone. A lot of investors were shocked to learn that when Silicon Valley Bank, Silvergate and Signature Bank failed last week.

A coalition of mid-sized banks want the FDIC to change that. The worry is a bank run because of the panic over potentially failing banks. Some of those mid-sized banks are not members of the FDIC. The coalition wants that changed.

“Doing so will immediately halt the exodus of deposits from smaller banks, stabilize the banking sector and greatly reduce chances of more bank failures,” the Mid-Size Bank Coalition of America said.

The statement came in the form of a letter to Bloomberg News.

“NOTWITHSTANDING THE OVERALL HEALTH AND SAFETY OF THE BANKING INDUSTRY, CONFIDENCE HAS BEEN ERODED IN ALL BUT THE LARGEST BANKS,” THE GROUP SAID. “CONFIDENCE IN OUR BANKING SYSTEM AS A WHOLE MUST BE IMMEDIATELY RESTORED.”

The group also warned that one more failure could set off a more serious situation.

The letter was also sent to U.S. Treasury Secretary Janet Yellen. With the letter was a plan to pay for the expanded program. Support would come from an increase in the deposit insurance assessment to lenders that choose to participate in the program.

The idea has the support of Senator Elizabeth Warren of Massachusetts who — before she was a senator — advocated on behalf of consumers and against banks and the banking industry. Warren wants to see the cap go from \$250,000 maximum to many millions of dollars.

Sources: [Bloomberg](#) and [Insurance Business America](#)

INSURANCE CAN BE COMPLICATED

Small Business Owners Struggling to Understand



NEXT Insurance looked at small business owners and what they know about insurance. The survey found a huge gap between what could be a problem for them and what they actually understand about the insurance involved with that problem.

The survey polled 500 business across the country and found that 96% of them didn't get a passing grade in general insurance knowledge and 90% said they aren't confident that they're adequately insured.

Only a third of the 500 sought out professional insurance agents to help them properly cover their insurance needs.

NEXT's Alon Shiran said the good news is that — after taking the survey — 82% said they'd be contacting an independent insurance agent to go over their risks.

- 51% said making a mistake could negatively impact their business this year
- 68% are concerned about inflation, reduced consumer spending and supply chain issues

- 90% don't think they're adequately insured
- 29% have no insurance at all
- 51% said their business is less than very prepared
- 18% do not plan to take any steps to fix things in the near future

The most important answer was that 53% had no idea what insurance coverage they need.

“Small business owners today have to wear a number of hats, and often feel pressured to be experts in everything from taxes and insurance to finance and HR,” Shiran said. “This is an unrealistic expectation, and thankfully there are many resources designed to support small businesses with guidance, education and tools needed to tackle some of the most common challenges they face.”

Source: [Insurance Business America](#)



A.M. BEST: Insurer Credit Ratings Downgraded

In 2022 A.M. Best downgraded credit ratings on several insurance firms. Commercial property insurers saw the most downgrades. In total, Best upgraded the ratings on 26 commercial lines insurers and dropped the ratings on 11 of them.

The good news in the bad news is that it's an improvement over 2021 when there were 21 upgrades and 13 downgrades.

Pressure from inflation, supply chain troubles and — worst — rising storm frequency and severity are the main reasons. To battle those issues, commercial property insurers raised rates and implemented higher deductibles.

In addressing overall property/casualty insurers, there were 36 upgrades in 2022. That's down from 54 the year before. There were 30 downgrades, up from 24 in 2021. A.M. Best's Helen Andersen said market volatility and high costs for personal auto combined with more and higher numbers of catastrophe losses are the reason for the personal lines troubles.

"Market trends are likely to continue impacting US personal lines insurers negatively," Andersen said. "The commercial segment also faces headwinds but remains solidly capitalized owing to its conservative investment profile, sound reserve position, and enhanced risk management discipline."

Sources: [Business Insurance](#) and [Insurance Business America](#)

RAISING THE OFFICIAL RETIREMENT AGE?

MOST OF US SAY NO!

As part of the push to reduce the federal government budget, many in the Republican leadership in Congress said they want to look seriously at reductions in the nation's bulky safety-net programs like Social Security and Medicare.

Among the proposals floated by Republicans are lowering benefits for wealthier seniors, reducing cost-of-living adjustments and raising the required retirement age.

Since Social Security, Medicare and Medicaid make up over half of the federal government's \$2.7 trillion budget, the changes are designed to put a dent in government spending.

That dent is leading to some fierce feedback.

A Quinnipiac University poll published last week shows that 78% of us oppose raising the Social Security retirement age from 67 to 70. Just 17% said they support the move.

Breaking it down:

- 77% of Republicans oppose raising the full retirement age
- 81% of Democrats agree
- So do 81% of Independents



That said, there is just very little support for such a move:

- Only 18% of Republicans like the idea of raising the age from 67 to 70
- Just 17% of Democrats expressed the same sentiment
- 16% of Independents support an age increase

When Quinnipiac pollsters asked if the respondents would support raising the full retirement age for Social Security if there was a guarantee that the benefits would last longer, 62% still said no.

Just 30% agreed it might be a good idea.

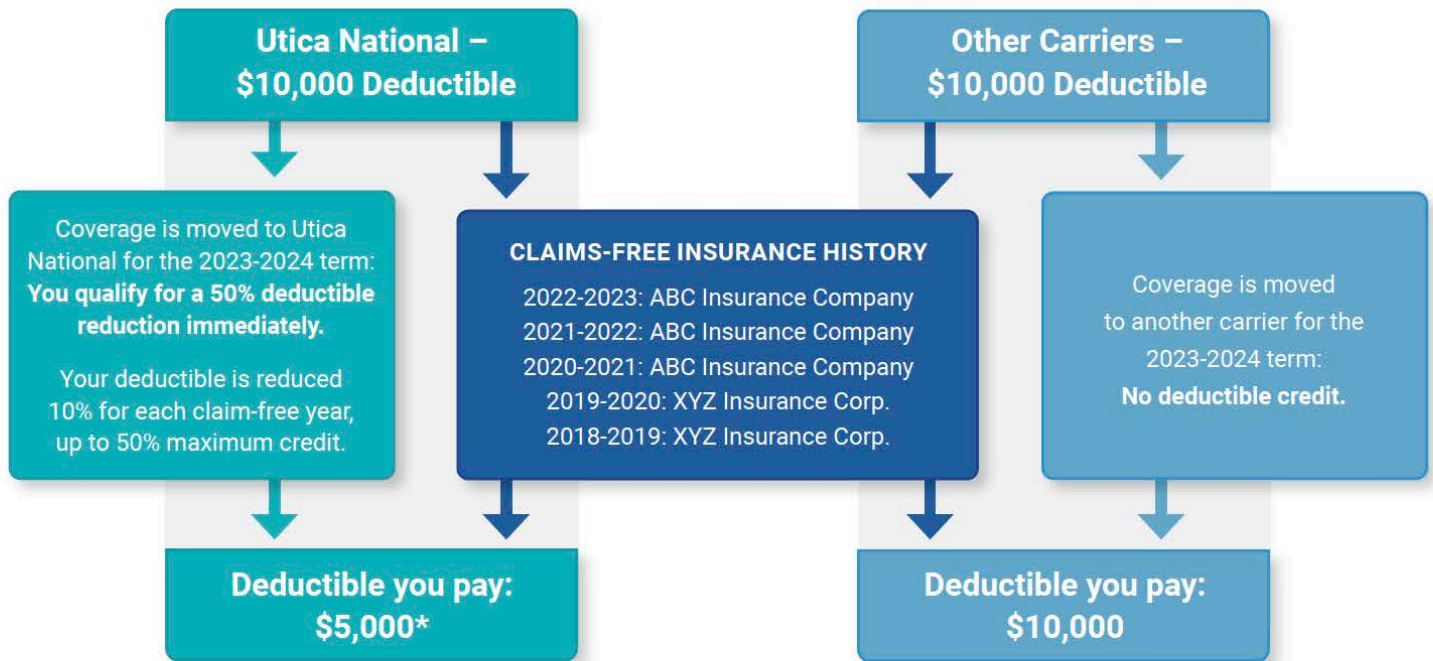
News sources say Republican leaders in Congress have backed off from proposals to reduce those programs.

Source: [The Hill](#)

DIMINISHING DEDUCTIBLE: Instant Savings on Your Deductible with Utica National



If your agency is claims-free, you can reduce your deductible! Moving your Errors and Omissions coverage to the member companies of the Utica National Insurance Group and take advantage of Diminishing Deductible credits. For example:



When It Comes to the Utica National Companies vs. Other E&O Carriers, THERE'S NO COMPARISON.

Benefit your agency with even more advantages of Utica National's E&O Program:

- **LONGEVITY** as a leader in the Agents' E&O market continually since 1966.
- **DIRECT ACCESS** to Underwriters and Claims Specialists.
- **CLAIMS STRENGTH** through a Claims team with decades of experience and that's 100% dedicated to E&O.
- **USEFUL RISK MANAGEMENT RESOURCES** » including monthly risk management articles and tips, real claim examples, a risk self-assessment tool, training courses, and more.
- **FLEXIBLE PAYMENT OPTIONS** with multiple payment plans and payment methods accepted.

* Available on deductibles up to \$25,000 and for agencies up to \$50M in total premium volume.

This summary represents an outline of coverage available from the member companies of the Utica National Insurance Group. No coverage is provided by this summary. All coverages are individually underwritten. Coverage availability, terms and conditions are dictated by the policy and may vary by state. In the event of a loss, the terms of the policy issued will determine the coverage provided.

2022 Underwriting Losses: The Largest in Over a Decade



The American Property Casualty Insurance Association (APCIA) and Verisk often take a detailed look at what's happening with insurance income. The latest look has to do with underwriting.

The APCIA said insurers saw a net underwriting loss in 2022 of \$26.9 billion. That's a staggering six-times more than the \$3.8 billion lost in 2021. It is — says APCIA senior vice president, Robert Gordon — the largest underwriting loss since 2011.

“The insurance industry is being hammered by increasing input costs, natural catastrophes, legal system abuse, and resistance in some



ABOUT US

PIA Design & Print offers a one-of-a-kind relationship between you, your brand, and our diligent, creative and unique team of hardworking professionals whose top priority is building your business. With your input, we forge the path between you and your future clients, reliably growing your brand into a name people know and trust.

Formerly known as Creative Services, Design & Print works closely with your small business, insurance agency or association. We help grow your business by focusing on marketing you, your brand, and the services that you provide.

Contact Design & Print today to make the most of your business. You are important to us—let us show you!

Design+ Print

states to adequate rates,” Gordon said. “Insurers suffered a 14.1% increase in incurred losses and loss adjustment expenses, contributing to a more than \$76 billion contraction in insurers’ surplus at a time when loss exposures are rapidly growing. In 2023, insurers are faced with a significant challenge to close the rate gap in order to meet their growing cost of capital.”

The only good news in the report was that the policyholder's surplus rose a bit in the fourth quarter to \$952.4 billion from the third quarter's \$911.7 billion. However, it is still below the year-end of 2021.

Unrealized capital losses are the reason.

The APCIA report on underwriting looks much the same as the AM Best report in early March. It had the underwriting loss at \$26.5 billion.

Other details from the APCIA and Verisk report were equally troubling. Net income for P&C insurers fell 33.6% to \$41.2 billion in 2022. The combined ratio dropped to 102.7% from 99.6% in 2021.

Source: [Insurance Journal](#)



Now ALL your education needs can be fulfilled by PIA!

On-Line Insurance Pre-Licensing

ExamFX

Online Training & Assessment

Pass your insurance test fast,
Start producing faster!!!

Insurance and Securities Pre-license Training

Professional Insurance Agents of NE IA

visit us at www.pianeia.com





FLORIDA'S TORT REFORMS

A SHOT HEARD AROUND THE COUNTRY

Florida now has new tort reform laws. Governor Ron DeSantis called his state a “judicial hellhole” and signed them into law. They will immediately benefit property-casualty insurers in the state.

In analyzing the bill, S&P Global Market Intelligence said the reforms do away with one-way attorneys fees and fee multipliers. Bad faith rules have been modified and the standards regarding comparative negligence have been hugely modified.

S&P says this is a huge benefit for larger insurers like Progressive, Allstate and State Farm. The firm isn't sure how the new reforms will impact smaller insurers.

The question now is when will other states follow? The need addressed in Florida is a need that needs addressed in all other states.

Source: [Insurance Business America](#)

breeze. +



Sell Top-Rated Online Disability Insurance

Instant quotes. Digital application.
Case management done for you.
Click here to get contracted!



MEMBER reimbursement PROGRAM



PIA is now providing members reimbursements who use select PIA programs. PIA members may request **reimbursements totaling up to \$500** on a first-come, first-served basis!



© Copyright 2022 National Association of Professional Insurance Agents

Learn more at pianational.org/moneyformembers



CYBER ATTACKS

A NEW, VERY FRIGHTENING STATISTIC

Sophos is a cybersecurity company. It does a lot of tracking and recently concluded that — whether the business knows it or not — 94% of all organizations have seen some form of a cyber attack in the last year.

And the message Sophos wants all businesses to know is that they WILL be a target of a cyber attack in 2023. Period.

The problem most companies have — says Sophos spokesman, John Shier — is that they're woefully ill-prepared to handle an attack. "Many organizations are overwhelmed and struggling to accomplish both routine operational tasks and strategic initiatives," Shier said. "This manifests itself in organizations that are reactive and unable to improve their situation because they are constantly on the back foot."

The Sophos conclusion that 94% of companies have experienced a cyber attack comes from a survey it did in January and February of 3,000 business leaders in 14 countries. Almost all — 93% — said doing essential security is a challenge company-wide. They said just half of their cyber attacks are investigated.

And a frightening 75% said they have serious difficulty pinning down the cause of any attack and where that attack came from within their system.

"It's not so much that security controls are failing, though for some that might be the case,

but rather the overall system not operating," Shier said. "Like many complex systems, security infrastructure requires many layers operating together with redundancies applied throughout."

Shier said these are the top-5 cyber threats identified by the leaders surveyed:

- Data theft
- Phishing
- Ransomware
- Extortion
- DDoS attacks

Sadly, the survey found that just 1% are concerned about the threats to their companies from a cyber attack.

Shier said all businesses need to know where they stand in case of an attack. They need to know their capability to repel one, and to know where their weaknesses lie. Plans must be made — immediately — to take care of those issues.

"There's too often a habit of understating risks and overstating capabilities," Shier pointed out. "This leads to many organizations thinking and acting like they are secure when it couldn't be further from the truth."

Source: [CyberSecurityDive](#)

Empowering producers at the point of sale

AVYST eForms Wizard

streamlines data input—on or offline—reducing E&O exposure and simplifying submissions.

At AVYST, we connect industry stakeholders—agents, brokers, carriers, MGAs, wholesalers, and other technology vendors—by transacting business securely and efficiently.



AVYST™

Simply Genius.



AVYST eForms Wizard Bronze is included as a PIA member benefit.
Get started! avyst.com/go | (877) 204-0704

Events Calendar 2023

For information and to register [click here](#) or call (402) 392-1611.

Date	Class/Webinar	Where	When
May 3-4, 2023	CIC: Personal Lines Institute	ALL STATES	Live Webinar: 8 - 5 PM
May 9, 2023	Leadership and Liability: Insuring Executive Risk	NE/IA	Live Webinar: 8 - 11 AM
May 9, 2023	Ethical Dilemmas in Insurance and the Responsibilities of Agents	NE/IA	Live Webinar: 12 - 3 PM
May 10, 2023	Cyber Coverage: Protecting Your Insureds From Hackers, Liars, & Really Bad Bots	NE/IA	Live Webinar: 8 - 11 AM
May 10, 2023	An Hour with Cathy: Commercial Property Valuation Options (aka "How Big is the Check?!")	NE/IA	Live Webinar: 1 - 2 PM
May 11, 2023	CISR: Agency Operations	ALL STATES	Live Webinar: 8 - 4 PM
May 11, 2023	Homeowners Deep-Dive: What You Need to Know About the Most Recent Forms	NE/IA	Live Webinar: 8 - 11 AM
May 11, 2023	More Money, More (Insurance) Problems? Mastering P&C Coverage for the Affluent Market	NE/IA	Live Webinar: 12 - 3 PM
May 17, 2023	CISR: Life & Health Essentials	ALL STATES	Live Webinar: 8 - 4 PM
May 17, 2023	An Hour with Nicole: Everything You Need to Know About Insuring Work-From-Home Exposures	NE/IA	Live Webinar: 1 - 2 PM
May 18, 2023	Inflation and Personal Lines: Helping Insureds Understand Why It Matters and What to Do	NE/IA	Live Webinar: 8 - 11 AM
May 18, 2023	Adventures in Aging: Medicare and Other Retirement Healthcare Solutions	NE/IA	Live Webinar: 12 - 3 PM
May 23, 2023	CPIA 3 Sustain Success	ALL STATES	Live Webinar: 8:30 - 4:15 PM
May 23, 2023	Flood Insurance, FEMA, and the NFIP	NE/IA	Live Webinar: 8 - 11 AM
May 23, 2023	Mastering Business Income: Tools & Tips to Keep Insureds Flush	NE/IA	Live Webinar: 12 - 3 PM
May 24, 2023	An Hour with Sam: A Numbers Game - Mastering the Coverage Symbols in a Business Auto Policy	NE/IA	Live Webinar: 1 - 2 PM
May 25, 2023	Marriage, Kids, Money, Assisted Living and Everything Between: Home and Auto Exposures For Life	NE/IA	Live Webinar: 8 - 11 AM
June 7, 2023	Employment Practices Liability - A Coverage No Business Can Afford to Be Without	NE/IA	Live Webinar: 8 - 11 AM

PIA NE IA EVENTS

June 7, 2023	An Hour with Cathy: Certificates of Insurance - Headaches & Remedies	NE/IA	Live Webinar: 1 - 2 PM
June 15-16, 2023	Ruble Graduate Seminar	ALL STATES	Des Moines, IA
June 15-16, 2023	Ruble Graduate Seminar	ALL STATES	Live Webinar: 8 - 5 PM
June 15, 2023	Certificates and Additional Insureds: What Did I Do to Deserve This?!	NE/IA	Live Webinar: 8 - 11 AM
June 15, 2023	"Wait...What the #^&* Just Happened?!" Fourteen Personal Lines Issues To Know Before It's Too Late	NE/IA	Live Webinar: 12 - 3 PM
June 20, 2023	William T. Hold Advanced Learning Seminar	ALL STATES	Live Webinar: 8 - 4 PM
June 20, 2023	Commercial Property: Recent Changes and Crucial Concepts	NE/IA	Live Webinar: 8 - 11 AM
June 21, 2023	An Hour with Nicole: Why Personal Lines Deductibles Always Confuse Insureds	NE/IA	Live Webinar: 1 - 2 PM
June 22, 2023	Claims That Will Convince Your Insured to Enhance Their Homeowners Coverage	NE/IA	Live Webinar: 12 - 3 PM
June 27, 2023	All-Things Ethics: Agent Obligations, Standards, Authority and More	NE/IA	Live Webinar: 8 - 11 AM
June 27, 2023	Adventures in Aging: Social Security & Other Retirement Income Solutions	NE/IA	Live Webinar: 12 - 3 PM
June 28, 2023	An Hour with Dave: All-Things Ordinance or Law (Personal and Commercial)	NE/IA	Live Webinar: 1 - 2 PM
June 29, 2023	Growing Good Insurance: Property & Liability Endorsements to Fortify Farm Risks	NE/IA	Live Webinar: 8 - 11 AM
June 29, 2023	Certificates of Insurance and the Coverage Issues that Go With Them	NE/IA	Live Webinar: 12 - 3 PM
July 10, 2023	Marriage, Kids, Money, Assisted Living and Everything Between: Home and Auto Exposures For Life	ALL STATES	Live Webinar: 12 - 3 PM
July 11, 2023	CISR: Insuring Personal Residential Property	ALL STATES	Live Webinar: 8 - 4 PM
July 18-19, 2023	CIC: Commercial Multiline Institute	ALL STATES	Omaha, NE
July 18, 2023	Covering Online Fraud and Employees Who Turn Out to Be Crooks	ALL STATES	Live Webinar: 12 - 3 PM
July 18, 2023	Personal & Commercial Lines Endorsements: Some Good, Some That Really Stink	ALL STATES	Live Webinar: 8 - 11 AM
July 19, 2023	An Hour with Sam: The Policy's Position on Home-Sharing and How to Handle It	ALL STATES	Live Webinar: 1 - 2 PM
July 20, 2023	Adventures in Aging: Medicare and Other Retirement Healthcare Solutions	ALL STATES	Live Webinar: 12 - 3 PM
July 20, 2023	Lurking: Surprises In the Contractor's CGL Policy & Endorsements to Watch Out For	ALL STATES	Live Webinar: 8 - 11 AM

July 26, 2023	An Hour with Nicole: Everything You Need to Know About Insuring Work-From-Home Exposures	ALL STATES	Live Webinar: 1 - 2 PM
July 27, 2023	CISR: Elements of Risk Management	ALL STATES	Live Webinar: 8 - 4 PM
July 27, 2023	Inflation and Personal Lines: Helping Insureds Understand Why It Matters and What to Do	ALL STATES	Live Webinar: 8 - 11 AM
July 31, 2023	Flood Insurance, FEMA, and the NFIP	ALL STATES	Live Webinar: 12 - 3 PM
August 2-3, 2023	CIC: Commercial Casualty Institute	ALL STATES	Des Moines, IA
August 2-3, 2023	CIC: Commercial Casualty Institute	ALL STATES	Live Webinar: 8 - 5 PM
August 2, 2023	An Hour with Cathy: Commercial Property Valuation Options (aka "How Big is the Check?!")	ALL STATES	Live Webinar: 1 - 2 PM
August 2, 2023	Cyber Coverage: Protecting Your Insureds From Hackers, Liars, & Really Bad Bots	ALL STATES	Live Webinar: 8 - 11 AM
August 3, 2023	Ethical Dilemmas in Insurance and the Responsibilities of Agents	ALL STATES	Live Webinar: 12 - 3 PM
August 9, 2023	An Hour with Nicole: Why Personal Lines Deductibles Always Confuse Insureds	ALL STATES	1 - 2 PM
August 10, 2023	Claims That Will Convince Your Insured to Enhance Their Homeowners Coverage	ALL STATES	Live Webinar: 1 - 2 PM
August 15, 2023	Homeowners Deep-Dive: What You Need to Know About the Most Recent Forms	ALL STATES	Live Webinar: 8 - 11 AM
August 15, 2023	More Money, More (Insurance) Problems? Mastering P&C Coverage for the Affluent Market	ALL STATES	Live Webinar: 12 - 3 PM
August 17, 2023	CISR: Commercial Casualty I	ALL STATES	Live Webinar: 8 - 4 PM
August 17, 2023	"Wait...What the #^&* Just Happened?!" Fourteen Personal Lines Issues To Know Before It's Too Late	ALL STATES	Live Webinar: 8 - 11 AM
August 17, 2023	Adventures in Aging: Social Security & Other Retirement Income Solutions	ALL STATES	Live Webinar: 12 - 3 PM
August 22, 2023	Mastering Business Income: Tools & Tips to Keep Insureds Flush	ALL STATES	Live Webinar: 12 - 3 PM
August 22, 2023	Why Insurance to Value and Liability Limits are Always Wrong (and How to Fix That)	ALL STATES	Live Webinar: 8 - 11 AM
August 23, 2023	An Hour with Dave: Coverages That Keep a Business Income Loss From Bankrupting You	ALL STATES	Live Webinar: 1 - 2 PM
August 24, 2023	Planting the Seed: Agent Strategies to Get and Keep Agribusiness Insureds	ALL STATES	Live Webinar: 8 - 11 AM
August 29-30, 2023	CIC: Life and Health Institute	ALL STATES	Live Webinar: 8 - 5 PM

September 12, 2023	CPIA 1: Position for Success	ALL STATES	Live Webinar: 8:30 - 4:15 PM
September 13, 2023	Employment Practices Liability - A Coverage No Business Can Afford to Be Without	ALL STATES	Live Webinar: 8 - 11 AM
September 14, 2023	CISR: Insuring Commercial Property	ALL STATES	Live Webinar: 8 - 4 PM
September 14, 2023	Certificates of Insurance and the Coverage Issues that Go With Them	ALL STATES	Live Webinar: 8 - 11 AM
September 18, 2023	Commercial Property: Recent Changes and Crucial Concepts	ALL STATES	Live Webinar: 12 - 3 PM
September 19, 2023	Flood Insurance, FEMA, and the NFIP	ALL STATES	Live Webinar: 12 - 3 PM
September 20, 2023	An Hour with Nicole: Everything You Need to Know About Insuring Work-From-Home Exposures	ALL STATES	Live Webinar: 1 - 2 PM
September 20, 2023	CISR: Other Personal Lines Solutions	ALL STATES	Live Webinar: 8 - 4 PM
September 21, 2023	The Bad Thing Happened: Handling Commercial Claims & Coverage Disputes	ALL STATES	Live Webinar: 12 - 3 PM
September 21, 2023	All-Things Ethics: Agent Obligations, Standards, Authority and More	ALL STATES	Live Webinar: 8 - 11 AM
September 25, 2023	More Money, More (Insurance) Problems? Mastering P&C Coverage for the Affluent Market	ALL STATES	Live Webinar: 12 - 3 PM
September 26, 2023	Adventures in Aging: Medicare and Other Retirement Healthcare Solutions	ALL STATES	Live Webinar: 12 - 3 PM
September 26, 2023	Marriage, Kids, Money, Assisted Living and Everything Between: Home and Auto Exposures For Life	ALL STATES	Live Webinar: 8 - 11 AM
September 27, 2023	An Hour with Dave: Fast Facts About Flood	ALL STATES	Live Webinar: 1 - 2 PM
October 3, 2023	CISR: Agency Operations	ALL STATES	Live Webinar: 8 - 4 PM
October 5, 2023	Claims That Will Convince Your Insured to Enhance Their Homeowners Coverage	ALL STATES	Live Webinar: 8 - 11 AM
October 5, 2023	Covering Online Fraud and Employees Who Turn Out to Be Crooks	ALL STATES	Live Webinar: 12 - 3 PM
October 5, 2023	CPIA 2: Implement for Success	ALL STATES	Live Webinar: 8:30 - 4:15 PM
October 11-12, 2023	Ruble Graduate Seminar	ALL STATES	Omaha, NE
October 11-12, 2023	Ruble Graduate Seminar	ALL STATES	Live Webinar: 8 - 5 PM
October 11, 2023	An Hour with Sam: A Numbers Game - Mastering the Coverage Symbols in a Business Auto Policy	ALL STATES	Live Webinar: 1 - 2 PM

October 12, 2023	Bots, Crypto, Weed and Other Risks You Never Imagined Insuring (But Here We Are)	ALL STATES	Live Webinar: 12 - 3 PM
October 17, 2023	Lurking: Surprises In the Contractor's CGL Policy & Endorsements to Watch Out For	ALL STATES	Live Webinar: 12 - 3 PM
October 18, 2023	CISR: Commercial Casualty II	ALL STATES	Live Webinar: 8 - 4 PM
October 19, 2023	Adventures in Aging: Social Security & Other Retirement Income Solutions	ALL STATES	Live Webinar: 12 - 3 PM
October 24, 2023	"Wait...What the #^&* Just Happened?!" Fourteen Personal Lines Issues To Know Before It's Too Late	ALL STATES	Live Webinar: 8 - 11 AM
October 25, 2023	CISR: Insuring Personal Auto Exposures	ALL STATES	Live Webinar: 8 - 4 PM
October 25, 2023	An Hour with Dave: All-Things Ordinance or Law (Personal and Commercial)	ALL STATES	Live Webinar: 1 - 2 PM
October 26, 2023	Homeowners Deep-Dive: What You Need to Know About the Most Recent Forms	ALL STATES	Live Webinar: 8 - 11 AM
October 31, 2023	Growing Good Insurance: Property & Liability Endorsements to Fortify Farm Risks	ALL STATES	Live Webinar: 8 - 11 AM
November 1, 2023	Flood Insurance, FEMA, and the NFIP	ALL STATES	Live Webinar: 8 - 11 AM
November 1, 2023	An Hour with Dave: Coverages That Keep a Business Income Loss From Bankrupting You	ALL STATES	Live Webinar: 1 - 2 PM
November 2, 2023	Ethical Dilemmas in Insurance and the Responsibilities of Agents	ALL STATES	Live Webinar: 12 - 3 PM
November 2, 2023	Inflation and Personal Lines: Helping Insureds Understand Why It Matters and What to Do	ALL STATES	Live Webinar: 8 - 11 AM
November. 9, 2023	CISR: Insuring Personal Residential Property	ALL STATES	Live Webinar: 8 - 4 PM
November 9, 2023	Adventures in Aging: Medicare and Other Retirement Healthcare Solutions	ALL STATES	Live Webinar: 12 - 3 PM
November 9, 2023	Marriage, Kids, Money, Assisted Living and Everything Between: Home and Auto Exposures For Life	ALL STATES	Live Webinar: 8 - 11 AM
November 14, 2023	CPIA 3: Sustain Success	ALL STATES	Live Webinar: 8:30 - 4:15 PM
November 14, 2023	Commercial Property: Recent Changes and Crucial Concepts	ALL STATES	Live Webinar: 8 - 11 AM
November 14, 2023	Mastering Business Income: Tools & Tips to Keep Insureds Flush	ALL STATES	Live Webinar: 12 - 3 PM
November 15, 2023	An Hour with Nicole: Why Personal Lines Deductibles Always Confuse Insureds	ALL STATES	Live Webinar: 1 - 2 PM
November 16-17, 2023	CIC: Commercial Multiline Institute	ALL STATES	Des Moines, IA

November 16-17, 2023	CIC: Commercial Multiline Institute	ALL STATES	Live Webinar: 8 - 5 PM
November 27, 2023	More Money, More (Insurance) Problems? Mastering P&C Coverage for the Affluent Market	ALL STATES	Live Webinar: 12 - 3 PM
November 28, 2023	Cyber Coverage: Protecting Your Insureds From Hackers, Liars, & Really Bad Bots	ALL STATES	Live Webinar: 12 - 3 PM
November 29, 2023	An Hour with Sam: The Policy's Position on Home-Sharing and How to Handle It	ALL STATES	Live Webinar: 1 - 2 PM
November 29, 2023	Leadership and Liability: Insuring Executive Risk	ALL STATES	Live Webinar: 8 - 11 AM
Nov. 30-Dec. 1, 2023	Ruble Graduate Seminar	ALL STATES	Live Webinar: 8 - 5 PM
December 5, 2023	CISR: Insuring Commercial Property	ALL STATES	Live Webinar: 8 - 4 PM
December 5, 2023	Planting the Seed: Agent Strategies to Get and Keep Agribusiness Insureds	ALL STATES	Live Webinar: 12 - 3 PM
December 6, 2023	An Hour with Nicole: Everything You Need to Know About Insuring Work-From-Home Exposures	ALL STATES	Live Webinar: 1 - 2 PM
December 7, 2023	"Wait...What the #^&* Just Happened?!" Fourteen Personal Lines Issues To Know Before It's Too Late	ALL STATES	Live Webinar: 12 - 3 PM
December 7, 2023	Claims That Will Convince Your Insured to Enhance Their Homeowners Coverage	ALL STATES	Live Webinar: 8 - 11 AM
December 12, 2023	All-Things Ethics: Agent Obligations, Standards, Authority and More	ALL STATES	Live Webinar: 12 - 3 PM
December 13, 2023	An Hour with Dave: Fast Facts About Flood	ALL STATES	Live Webinar: 1 - 2 PM
December 14, 2023	Certificates of Insurance and the Coverage Issues that Go With Them	ALL STATES	Live Webinar: 8 - 11 AM
December 14, 2023	Adventures in Aging: Social Security & Other Retirement Income Solutions	ALL STATES	Live Webinar: 12 - 3 PM

WWW.ANDERZTOONS.COM

"See that guy with the golf club standing in a puddle under the tree? Watch this..."





THE NICB

AUTO THEFTS HIT OVER 1 MILLION IN 2022

You could say it's a plague of sorts. At least that's how some law enforcement agencies are describing auto thefts in the U.S. The National Insurance Crime Bureau (NICB) said the total number of autos stolen every month in 2022 hit around 75,000.

That's a lot of theft and it pushed the yearly total in 2022 up 7% from 2021 to over 1 million autos.

California and Washington were ranked first and third in the total number of autos stolen in 2022. Illinois saw the biggest percentage increase of 35%. California's total was only up 1% but Washington's 31% jump came close to Illinois.

Totals from the 10 Hardest Hit States:

1. California

2021 total: 201,034
2022 total: 202,685
Percent of change: 1%

2. Texas

2021 total: 95,082
2022 total: 105,015
Percent of change: 10%

3. Washington

2021 total: 35,921
2022 total: 46,939
Percent of change: 31%

4. Florida

2021 total: 43,250
2022 total: 45,973
Percent of change: 6%

5. Colorado

2021 total: 38,570
2022 total: 42,237
Percent of change: 10%

6. Illinois

2021 total: 26,677
2022 total: 38,649
Percent of change: 35%

7. Ohio

2021 total: 28,107
2022 total: 29,913
Percent of change: 6%

8. Missouri

2021 total: 26,630
2022 total: 29,345
Percent of change: 10%

9. New York

2021 total: 23,088
2022 total: 28,292
Percent of change: 23%

10. Georgia

2021 total: 26,238
2022 total: 26,529
Percent of change: 1%

David Glawe is the president and CEO of the NICB said this is the first time since 2008 that over 1 million autos have been stolen in the U.S. Here are the totals for the last four years.

2019	801,023
2020	888,011
2021	937,976
2022	1,001,967

“We are seeing vehicle theft numbers that we haven’t seen in nearly 15 years, and there is very little deterrent to stop criminals from committing these acts as they are just property crimes, like shoplifting,” Glawe said. “We must reinvest in local law enforcement, provide the necessary resources for prosecution and community policing programs, and implement early intervention programs given the high incidence of juvenile offenders involved in vehicle thefts.”

Source: [National Insurance Crime Bureau](#)



BIG CHANGES

THE BIDEN ADMINISTRATION'S PUSH TO INCREASE ELECTRIC VEHICLE PRODUCTION

According to unofficial sources in the Environmental Protection Agency (EPA, by 2030 the Biden administration wants at least 54% of all vehicles sold in the U.S. to be electric. It wants 66% of all vehicles sold in this country to be electric by 2032.

A bold — but still — unofficial move. However, informed sources at the New York Times say this is exactly what the EPA plans and will announce when it reveals greenhouse gas emission limits for 2027 through 2032. The official announcement will come early next year.

Environmental groups will love the plan but it

is light-years different than what the nation's automakers agreed to with the administration and the EPA in 2021. In August of that year, and after heated negotiations, the automakers agreed to make EVs half of the total auto sales by 2030.

A public comment period will be set up shortly after the official announcement.

The EPA's push to change the numbers has come about because it's what President Biden wants. He signed an executive order awhile back ordering EVs to be 50% of the nation's new auto output by 2030. In the executive order, Biden wants automakers to make gas mileage to be

higher and pollution coming from gas and diesel vehicles to be cut significantly by 2026.

It's a bold push. Currently, electric vehicles amount to just 7.2% of vehicle sales.

What the administration has not outlined — nor has the states that have issued similar edicts — is how power will be set up to charge the growing number of EVs that will seen on U.S. streets and highways in 2030.

Source: [Associated Press](#)

AGENCY JOURNEY MAPPING

Perpetuation and Succession
Planning and so much more!

Control Your Agency's Future

START TODAY

agencyjourneymapping.com

brought to you by:



Protect your clients with PIA's cyber insurance PROGRAM

Now PIA members can sell the same great PIA cyber insurance coverage that many have already purchased for their own agency.

- Easy online quoting
- Special PIA enhancements and social engineering coverage
- Reduced rates



LEARN MORE AT
pianational.org/sellcyber

“

PIA provides me with opportunities to strengthen my leadership skills and meet people who can help me succeed.”

Julie Ulset

Grams Insurance Agency
Edgerton, WI

I AM PIA.

When **JULIE ULSET** bought her agency, the first thing she did was join PIA. The contacts she made through PIA provide her with valuable intelligence and even helped her get a new company. Now that's a smart move!

**FIND OUT WHY IT PAYS TO JOIN PIA.
WHEN YOU DO, YOU'LL BE PIA, TOO!**



Local
Agents
Serving
Main Street
America™



www.iampia.com

