



## COMPANY NEWS

August 2017

### Commercial Lines

**Grange 36-Month Commercial Package Policy** officially kicks off Sept 1 – Start Quoting Now on these accounts for that start date! [LEARN MORE HERE](#)

### Personal Lines

#### Kentucky Uninsured Motorist law amended

Revised Kentucky law now allows any named insured the ability to, in writing, reject Uninsured Motorist (UM) coverage for all drivers on the policy. [READ MORE](#) (see attachment)

#### New materials available in quote builder

Quote builder has two versions of PinPoint Auto® Base special limit policy options, including Base only and an up-sell piece. Plus, we have a 1-pager on Accident Forgiveness coverage. To learn more about quote builder, read our Agent Communication. [READ MORE](#) (see attachment)



Help your customers get the most from their insurance policy with **GRANGE-ONLINE!** [MyGrangeAccount](#) (see attachment for brochure to print & provide to your customers)



Get more policies per household with the new Umbrella Campaign.

**It's now easier to offer peace of mind and sell umbrella insurance!** [TRY IT NOW](#)



### HOW TO EXPLAIN CYBER COVERAGE TO YOUR CLIENTS

Determining the correct cyber coverage is important, and we know that clients often have many questions about what cyber coverage they need to help protect their business.

We've created this overview of The Hartford's cyber coverages as a roadmap to reference when determining what type of cyber coverage your client may need, along with information about why this type of coverage feature is important. [VIEW THE GUIDE](#)

### CHUBB Commercial information you can use to build your business!

**Specialized Package For A Wide Range Of Risk.** Chubb's Customarq Package policy offers property and liability insurance protection with features that respond to 21st century issues. That is why companies of all sizes – from local entrepreneurs to Fortune 1000 corporations – count on Chubb to meet their package insurance needs. [View our infographic.](#)

**Middle Market Know-How.** Commercial Insurance offers a broad product line offering, backed by unparalleled risk engineering and claims capabilities.

[CHECK OUT OUR APPETITE GRID](#)

**Insurance for Transactions of All Sizes.** Chubb's M&A and Private Equity Industry Practice provides the latest coverages and services designed to respond quickly to your clients' needs in the fast-paced world of Private Equity. [Learn how we're different.](#)



## Business Insurance Advantage



I joined up with Agency Network of Kentucky in December of 2016 and started my own scratch agency. I had worked as a producer for another small agency for some years prior but had really lacked any structured training and support. During my initial conversations exploring the opportunity with ANK, Wess spoke about the mentorship and training that was available as a member but at that time I didn't fully understand all the details of what was available or the true value that it would bring.

### [CONTINUE READING](#)

So, without rambling on, if anyone is considering doing the [BIA training](#), do it, embrace what SIAA and their staff offer, embrace your local Master agency mentor and I'd bet you'd see the real value in it as well.

Glen Bailey  
Owner, Cast Iron Insurance  
Walton, Kentucky



### IMPROVE RETENTION ~ INCREASE PROFIT GROW YOUR AGENCY

Exclusive training resource, courses, and education materials for SIAA Members.

**Go there now.**

### Course Category: [Industry Changes and Trends](#)

- **The Hard Market – Automotive:** Why are we in a hard market? This is a brief description that aids in explaining to agents why auto rates are increasing.
- **Managing Rate Increases in Private Passenger Auto:** This is a training session built from a seminar that John Fear recently held for a group of ISMs to help establish best practices in managing rate increases and keeping their eye on organic growth versus re-marketing. This is a must see for agents spending too much time re-marketing rate increases!!!!
- **Cross-selling: A Key to Agency Growth:** In this course, Jim Keane and Jeff Chidester discuss ways of using additional products such as MarketFinder partners in support of cross selling.



### Growing small: produce more with farm

Farmowners insurance is a \$680 million industry, and even though Nationwide has earned the trust of more farm and ranch owners than any other carrier as the No. 1 writer in the country, we invite you to grow with us.

Tap into our agricultural experience and expertise through these opportunities:

#### Expansion of AgriChoice Plus

We are expanding our appetite with AgriChoice Plus product:

A combination of policies in a single package

- Designed for expanding agriculture-based commercial operations
- Farm or ranch exposure preferred, but not required

Previously, this product was limited to farms with commercial exposures.

[Download](#) the AgriChoice Plus guide for product information, target markets and more.



Join SIAA MarketFinder on a quick virtual tour of the MarketFinder website, your online resource for all things related to SIAA E&S partners, programs and specialty markets.

Key Topics to be covered:

- How to get to the MarketFinder site
- Live demonstration of how to use MarketFinder
- Key benefits of using SIAA partner companies
- How to find key contacts and get questions answered in a timely fashion

Session should last approximately 15 minutes.

[Select the date and time that works best for you!](#)

View past issues of the **ANK COMPANY NEWS ON NetWeb** in the **Reference Library**.

#### Ben Cowan

Vice President

[bcowan@energyinsagency.com](mailto:bcowan@energyinsagency.com)

#### Danette Brown

Commercial Lines

[dbrown@energyinsagency.com](mailto:dbrown@energyinsagency.com)

#### Karen Dills

Personal Lines

[kdills@energyinsagency.com](mailto:kdills@energyinsagency.com)

#### Wess Schuyler

Regional Vice President

[weschuyler@energyinsagency.com](mailto:weschuyler@energyinsagency.com)

<http://ankonline.com/>