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President, PIA of Louisiana

Excerpt from President's Inaugural Address from the PIA Convention:

My heartfelt gratitude goes to all of our invited guests, the general membership of PIA Louisiana and our new Executive Board for our 79th convention. I would like to take this opportunity to thank the past leadership of Ryan Daul along with the entire Board of Directors, Jody and all of her great staff. The work put into these meetings and the countless meetings throughout the year take hours of preparation and it does not go unnoticed. I'm certain I will lean on them a lot in the coming months.

I would also like to thank Charlie Williams for nominating me years ago for the Board of Directors and convincing everyone I would be a good fit...He actually even let me talk in the meetings as well. Those of you who know Charlie, you know what I'm talking about.

Lastly, I simply would not be the woman I am today without the loving support and encouragement of my "trophy" husband, Andy, and my family. They have always supported me, pushed me out of my comfort zone and have helped me become better.

I became an agent in 1997. I can remember writing out applications on triplicate. For you young guys... that was 3 pages that you wrote on, one for you, one for the company and one for the customer. Now, we complete them on a web-based app and send to our customers on PDF for electronic signatures. We used to sell customers money orders because we couldn't mail cash...Now they are charged a 3-4% fee so they can use their credit cards for convenience, and they gladly pay it.... I wish I had purchased all the forever stamps I could afford when they were 25 cents, I would have a leg up on this postage war.



Things are changing and it's not all convenient. We are all facing underwriting changes, contract changes (less commissions) advertising changes, staffing changes and struggles - our cities, towns and villages are changing.

When I started in this industry I can remember telling my father-in-law that I didn't want to do sales... by nature I'm an introvert and there was no way I would be good at it. I don't consider myself a salesperson. I'm in the business of customer service and risk management. Generally people think that we just want to "sell" them the most expensive policy so we can make more money, however, I find joy when I can shop the market, find the best product for the best price and present that to my client. When they are happy, I'm happy. I'm sure most of you can relate to that as well.

Unfortunately, this accomplishment has been taken away from all of us. Our current market is in crisis. Our great state is in peril and I am not sure how we will fix it, but I can promise to try.

I recently had a client that was elderly and we had to move her home insurance. I received a voicemail from her that simply said: "No, I don't love you anymore," and she hung up. She was retired, on a fixed income and her annual premium was going from \$2,500 to \$8,000. Before I was able to call her back, she passed away. She had been a customer for 20 years. Many of us have stories that we could go on and on about, but this is no longer something we can "leave at the office" when we head home. It's on our thoughts and minds every minute of every day and I'm sure our families are tired of hearing about it as well.

Continued On Page 14



COMMISSIONER'S COLUMN

Louisiana Incentive Program Brings Relief to 30,000 Policyholders in First Four Months

After a series of devastating hurricanes made landfall in our state in 2020 and 2021, I made it a top priority to stabilize the insurance market and strengthen protections for policyholders.

During the 2022 and 2023 legislative sessions, the Louisiana Department of Insurance (LDI) worked with state lawmakers to craft several pieces of legislation aimed at revitalizing the insurance market, building long-term sustainability and giving policyholders more options for affordable, reliable property insurance.

One of those measures, the Insure Louisiana Incentive Program, has been successful beyond our hopes and expectations.

The Incentive Program, which was modeled after the successful plan put into place after hurricanes Katrina and Rita in 2005, offers matching grants to incentivize new and existing private insurance companies to write residential and commercial policies in coastal areas, including writing policies out of Louisiana Citizens to stabilize the market through increased competition.

As of July 31, nearly 29,000 policies have been written through the program with the top five parishes for new policies being Jefferson, Orleans, Terrebonne, St. Tammany and Lafayette. The incentive companies have written over 5,000 policies in Jefferson Parish while over 2,200 policies have been written in each of Orleans, St. Tammany and Terrebonne parishes.

The geography is even more encouraging than the numbers. As you read above, incentive polices are concentrated in the coastal areas that need the most support. In fact, of the 28,602 new policies written, over 8,000 were most recently insured by Citizens and over 5,500 came from UPC, the insurer that failed in February. Only 328 incentive policies have been written in non-GO Zone parishes, which means 98.5% of the new policies written under the program are helping the people who need it most.

The companies currently participating in the program are Allied Trust Insurance Company, Cajun Underwriters Reciprocal Exchange (CURE), Elevate Reciprocal Exchange, Gulf States Insurance Company, SafePoint Insurance Company, SafePort Insurance Company, and SureChoice Underwriters Reciprocal Exchange (SURE).

These companies must meet solvency ratings that are in line with those required by the federally backed mortgage companies and are subject to enhanced solvency monitoring by the LDI including, but not limited to, newly increased capital and surplus requirements, monthly reporting and in-depth reinsurance program reviews.

In addition to the tens of thousands of policies that have already been written under the Incentive Program, SafePoint was approved by Citizens to take-out 19,689 policies during the ongoing round of depopulation. The assumption date for those policies is October 1, and to date over 8,000 of those policies have been authorized by agents for removal.

The depopulation of Citizens is vital to our state's economic recovery and to ensuring Citizens can afford to pay for losses from future storms without having to assess every property insurance policyholder across the state, as has been the case since Hurricane Katrina and will continue for three more years.



Commissioner of Insurance Louisiana Department of Insurnace

public@ldi.state.la.us

While the most recent Incentive Program report is a strong indicator that the plan is working as intended, our work is just beginning. We launched a second 30-day application period for insurance companies to apply for grants under the program on September 1 with \$13.1 million in grant funds available. Incentive Program companies will continue writing policies in the coming months to earn their money, and I expect their success will encourage other insurers to resume writing in our market.

As we approach the latter part of hurricane season, the LDI remains dedicated to stabilizing our property insurance market and preparing it for hurricane seasons to come.





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There are no insurance MVP trophies, no best powerpoint awards, no fantasy broker leagues. You show up first with the best option for your client, or you lose. We never take this for granted. That's why we leverage all of our people, data and relationships to reach one goal: **We help you win.**

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Working for you...

We recently revived our PIA Industry Affairs Committee with the purpose of identifying prospective companies to target. We met with Commissioner-elect Tim Temple and he said he'd be willing to meet with us and any companies to discuss the possibility of them doing business in Louisiana. We've already held two meetings so far, and through different connections as well as a recent PIA National meeting, we've identified several companies that we'll be setting up meetings as soon as we can. If you'd like to know more about this committee, please reach out. There's lots of work to do, but we're excited for the opportunity and we'll be keeping you updated on our activities. Many thanks to PIA Board Member Beaux Pilgrim for agreeing to chair this important committee.

Make sure you're on the list...

A while back we sent out a survey to collect pertinent data about your agency to provide to carriers that come into the state. If you didn't complete that survey then, please be sure to do so to be included in the final report disseminated to new insurers. Your responses to this form will be kept confidential and only released to interested companies either directly or through the Commissioner's office. In order to participate in the survey, go to: *https://www. votervoice.net/PIAofLA/Surveys/8747/ Respond* or contact us if you're having trouble accessing this link.

PIA Proud...Access & Display the New PIA Logo

As we prepare to attract more companies to Louisiana, we want to make sure you're PIA Proud and clearly identified as a PIA Agency Member.

When it comes to marketing you and your business make sure you place the PIA member logo on all of your business materials—website, business cards, letterhead, signage, promotional materials, etc.

Show your clients you've taken the initiative to join an organization that will help educate and guide you in all of your insurance journeys.

There is no cost to use the logo and they may be reproduced by all current PIA members as permitted and specified in the guidelines for using PIA logos. To get a list of these guidelines, please just contact the PIA office

PASSING IT ON!

By Jody M. Boudreaux, CAE, CIC, CISR

New Window Decals also Available Upon Request

PIA of Louisiana is also providing updated window decals to all current Agency Members who wish to proudly display the logo on your agency door or window. Decals measure 4.216 X 4.216 round, are multi-color and double-sided. We recently sent an email out that gave you a way to sign up to receive new decals, but you can also reach out to us anytime, and we'll be sure to send you one. Additional logo variations and formats, including black and white, Louisiana-specific, and vector art format, are available upon request.

For more information on the usage of the PIA logo or to request another logo format, please feel free to call Caroline Adams at 225-766-7770 or email caroline@piaoflouisiana.com.



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Advocacy - PIA's daily vigilance ensures that the needs of independent agents are being prioritized by policymakers as they consider issues surrounding crop insurance, flood insurance, the use of noncompete agreements, consumer privacy, the state-based insurance regulatory system, and much more.



Education - Ample opportunities to earn designations and stay current with CE and licensing requirements.



PIA Member Exclusives! - Access to PIA Connection magazine, the PIA Advocacy Blog, tools from The PIA Partnership, discounts, community and networking opportunities, and more!



Credibility - PIA covers the insurance industry through articles and commentary to make sure the views of independent agents are accurately represented.





more in commissions when they write business with PIA Market Access, PIA's flood program with The Hartford, PIA Cyber Insurance, and Breeze Disability Insurance.*

The above is a snapshot of the many PIA member benefits available through a PIA membership to help you save money, maximize commissions, and grow your agency.

TO TAKE **ADVANTAGE** OF YOUR **MEMBER BENEFITS** visit: www.pianational.org

*The availability and effectiveness of any of the named programs depend on each agent's individual circumstances. Many features, including applicable state law and regulation, may cause individual results to differ from those of this hypothetical PIA member, and these results are not necessarily indicative of future commission earnings. Results will vary by agent, location, regional market variations, and other factors. This example is for informational, illustrative, and educational purposes only. Members or prospective members should not assume their commissions will equal or exceed those in the example shown above. The specific products listed in the example may not be availability of each product may vary among and even within states.

Louisiana Fortify Homes Program Launches October 2 for Eligible Homeowners Insured by Louisiana Citizens

Applicants Strongly Encouraged to Review Eligibility Information Before Applying

Commissioner Jim Donelon announced that the Louisiana Fortify Homes Program (LFHP) will open its first round of grants at noon on October 2. Homeowners must have a policy with Louisiana Citizens Property Insurance Corporation to apply for one of 500 grants available in the first round. Grants will be awarded on a first-come, first-served basis.

The program will provide grants of up to \$10,000 for homeowners to repair or replace their roofs to the FORTIFIED Roof™ standard of the Insurance Institute for Business & Home Safety (IBHS). More information is available at www.ldi.la.gov/ fortifyhomes. Those interested in the program are encouraged to review eligibility information and frequently asked questions on the website to determine whether their home meets the requirements for the program.

Homeowners are required to create a profile in the LFHP system before applying for a grant and may do so by visiting www.ldi. la.gov/fortifyhomes beginning September 13. LFHP staff urge homeowners who are interested in the program to create a profile before the grant application period opens on October 2, as homeowners will need to log in to their profile before applying. LFHP staff expect all available grants to be awarded quickly, so eligible homeowners should attempt to apply as quickly as possi-

A ROOF AS RESILIENT AS LOUISIANA.

ble once the application window goes live at noon.

"The best way we can prepare for hurricanes and other severe weather is to use stronger materials and construction methods when building and repairing our homes," said Commissioner Donelon. "Grant recipients can also take advantage of our new law requiring insurers to provide a premium discount to policyholders with FORTIFIED roofs."

The LFHP currently has enough funding to award approximately 3,000 grants. The first half of those grants will be limited to Citizens policyholders. The remaining grants will be available to all eligible homeowners across the state.

"Limiting the approximately 1,500 grants to Louisiana Citizens will provide relief to those policyholders who are paying the highest premiums and will help depopulate Citizens, which is in the best interest of all property insurance policyholders in Louisiana," said Commissioner Donelon.

The grant will cover the cost of reinforcing a roof using methods that meet or exceed the FORTIFIED Roof[™] standard, which includes strengthening a building against severe storms, high winds and wind driven rain. Homeowners must meet eligibility requirements and pay all costs for the roof upgrade including permits, inspections and construction costs beyond the amount of the grant.

Eligibility Requirements:

• Homeowners are only eligible for their primary residence and must verify they have a homestead exemption on the property during the application process.

• Homeowners must provide proof of an active residential insurance policy with wind coverage. If they live in a Special Flood Hazard Area as designated by FEMA, they must also provide proof of a flood insurance policy. Contact your agent if you are unsure whether you have these coverages.

• New construction homes, condominiums and mobile homes do not qualify.

• Homes on a foundation constructed of unrestrained stacked masonry or stone (drystack foundation) are not eligible without an approved retrofit of the foundation.

• Homes must be in good repair as determined by a FORTIFIED™ Evaluator. Homeowners are responsible for paying the evaluation fee, which is typically between \$300 and \$500.

• Grant funds are paid directly to contractors. Homeowners are financially responsible for all costs beyond the full grant amount. Grant funding is limited to construction costs.

•These and all other eligibility requirements and program details may be reviewed at www.ldi.la.gov/fortifyhomes.

If we havent met, let us introduce ourselves



AROUND THE STATE



Another Key to Sales Success By John Chapin

A few months ago my article was centered around the number one sales success factor: hard work. Again, that assumes you have at least average intelligence and work on the right things. That said, being successful in sales also requires that you possess another key character trait: self-discipline.

Self-discipline is important because it ensures that you do the hard work every day whether you feel like it or not, because there will be days when you don't feel like it. One of the most difficult paths a salesperson maneuvers is that of staying motivated throughout the day. The amount of rejection a salesperson faces, along with the other ups and downs of the job, coupled with natural physical cycles or periods of low energy, all negatively affect motivation levels causing it to ebb and flow. Because of this, motivation cannot be relied upon to get you to do the work you need to do every day. A far more reliable source for getting us to do what needs to be done is self-discipline. Self-discipline is a habit that once installed, will take over and automatically lead you to do the things that need to be done regardless of how you feel.

In order to install self-discipline, you begin by showing up with a plan that you can follow every day. You need to have your annual sales goal broken down into the activity it's going to take to get you there. In other words, how many sales do you have to make, how many people do you need to talk to in order to make that number of sales, and how many calls, follow-up calls, e-mails, mailers, and other forms of contact do you need to make in order to talk to that number of people? Finally, what do those daily numbers, that daily activity look like? These need to be specific measurable tasks. For example, you might have the following goals for Monday through Friday: make ten face-to-face calls a day, make 20 follow-up phone calls, send 20 follow-up e-mails, and send out five pieces of mail and three thank-you notes.

Once you have the plan to follow, you acquire self-discipline by strictly following that plan every day for three months or so. You do whatever you have to do to achieve those goals no matter how you feel and no matter what happens during the day. So, in other words, if you didn't get a great night's sleep, or you had an argument with your spouse, or a flat tire on the way to work, or you have a couple of customer emergencies during the day, you still find time to get all of them done. If for some reason, you're unable to get them done on a particular day, the remaining items carry over into the next day, so that hopefully, by the week's end, you've hit your goals. If not, they carry over into the weekend. If not the weekend. they carry over to the following week. If you can continually hit your monthly numbers for three months in a row, self-discipline should begin to become a habit and at that point and you'll find that, even on your worst day, you're able to get done what needs to be done. If you've heard me speak, you may have heard me tell the story of the top sales rep at a Fortune 500 Company who got in a car accident one day and totaled his car and yet was able to jump in a cab and finish making all his scheduled sales calls and prospecting calls that day. In fact, he even saw the advantage of being a little "beat up" and used that to his advantage to get into two doors that had previously been closed to him.

The way self-discipline works is that if you're showing up every day and making the calls day in and day out, after an average time of three months, self-discipline becomes a habit, it becomes automatic, so when you do have a tough day, you'll still show up on that tough day, put your game face on and do what needs to be done. And if you can simply do that one thing. Show up every day, especially on the tough days, and do what needs to be done, you'll be light years ahead of pretty much everyone, you'll be extremely successful. And by the way, willpower does work. Look, if you're on a diet, you're either going to eat that donut or not eat that donut based upon a simple decision that your spouse, your boss, and the competition has nothing to do with. It's a simple decision one way or the other. Studies have shown that people are able to willpower their way through things for three months or more, while the new behaviors become a habit. Once they become a habit, we no longer need to rely on willpower, we'll start to feel out of place and uncomfortable when we're not doing the newly installed activities, that's when you know they're now a habit and part of you. And remember, we don't always have control over our emotions or even our thoughts, but we always have control over our actions.

So, self-discipline requires that you have specific, measurable, daily goals and that you doggedly pursue those goals on a daily basis refusing to procrastinate or get distracted. With strong self-discipline, you'll keep going regardless of what happens to you.

John Chapin is a motivational sales speaker, coach, and trainer. For his free eBook: 30 Ideas to Double Sales and monthly article, or to have him speak at your next event, go to www.completeselling.com John has over 35 years of sales and sales management experience as a number one sales rep and is the author of the 2010 sales book of the year: Sales Encyclopedia (Axiom Book Awards). You can reprint provided you keep contact information in place. E-mail: johnchapin@completeselling.com.

COMPANY NEWS

LUBA Workers' Comp Hires Leslie McCrary as Business Development Underwriter in Oklahoma and Arkansas

LUBA Workers' Comp, as it continues to focus on growth across its regional footprint, has hired Leslie McCrary as a Business Development Underwriter for the states of Oklahoma and Arkansas.

Based in Tulsa, OK, Leslie joins LUBA with more than 30 years of underwriting experience. In her new role with LUBA, she will be responsible for maintaining and cultivating relationships with LUBA's independent insurance agency partners throughout the states of Oklahoma and Arkansas.

"We are truly excited to have Leslie on

Presidents Message continued from page 4

Our elected officials are changing, too. They will be an important part in defining what happens. Our past and current leaders have worked diligently on your behalf. PIA continues to work on the NFIP program to insure we do not get cut out of the sales process. They have advocated to protect non-competes and many other important legislation that directly affects each one of us. My ask of you is to let them hear your voice. Let ME hear your voice...so I can work with them to find solutions that benefit the consumers, the carriers and all of us in this room (and reading this). There is much work to be done and my promise to you is to LISTEN. I will listen to you, the consumers and the lawmakers so that we can all work together for a better Louisiana.

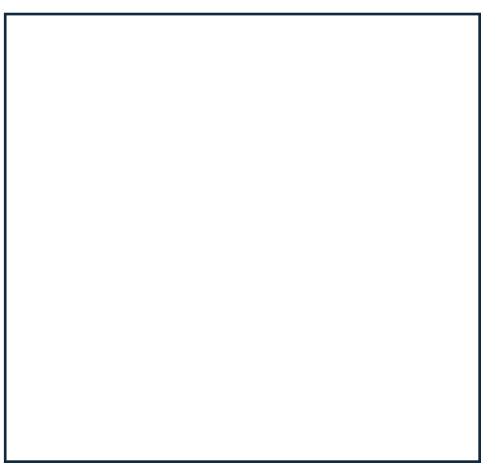
I look forward to being your president and I thank you for the opportunity!

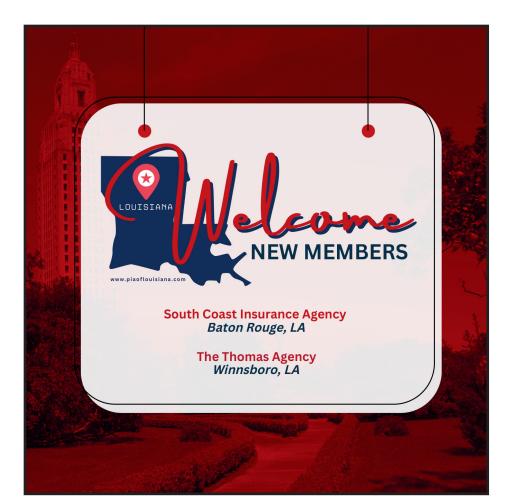


our team. Her years of experience will be a great asset for our agency partners and policyholders in Oklahoma and Arkansas," said LUBA Senior Vice President Trent Bondy. "And she is a wonderful fit with who we are as a company."

"LUBA values people and what's happening in your life," said McCrary. "They're genuine. Their company culture and customer service model are second to none. I knew this was where I was supposed to be."

McCrary volunteers regularly with several boards and Christian ministries in Tulsa, including City Serve and Alive. "I have a passion for helping people," explained McCrary. "People are what is important in life."





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GAO Report on Risk Rating 2.0 Validates PIA Agent Concerns

By Lauren Pachman, PIA Counsel & Director of Regulatory Affairs

The Government Accountability Office (GAO) recently published a report on the National Flood Insurance Program (NFIP) entitled FLOOD INSURANCE: FEMA's New Rate-Setting Methodology Improves Actuarial Soundness but Highlights Need for Broader Program Reform. Among other issues, the report addresses:

• the actuarial soundness of the NFIP's new Risk Rating 2.0 (RR2) methodology,

- how premiums are changing for policy-holders,
- efforts to make flood insurance affordable to policyholders, and

• the Federal Emergency Management Agency's (FEMA) efforts to promote policy-holder understanding of RR2.

The GAO report concludes that FEMA inadequately communicated details about RR2 to policyholders, agents, and carriers. This conclusion, along with its supporting evidence, validated many concerns that independent flood insurance agents expressed to PIA and to FEMA over the last several years.

Below are some key takeaways from the report:

Increasing Affordability Concerns

The affordability of the NFIP has been in question for nearly a decade. In 2014, Congress passed the Homeowner Flood Insurance Affordability Act (HFIAA), which required FEMA to develop an affordability framework. FEMA has since provided Congress with a proposed affordability framework, but Congress has not passed a bill authorizing FEMA to proceed with its framework—or any other affordability mechanism. "Risk Rating 2.0 is aligning premiums with risk, but affordability concerns accompany the premium increases," according to the GAO report. Echoing the requests of many individual members of Congress, the report recommends that Congress create an affordability program. Indeed, Congressional passage of such a program was a likely next step in the minds of members of the 113th Congress when it first passed the HFIAA.

GAO: FEMA to Blame for Botched RR2 Rollout

The report concludes that FEMA failed to give policyholders comprehensive information about RR2 and its effects on mitigation efforts and individual premiums. FEMA provided policyholders with general policy information, but it "included only one minor reference to Risk Rating 2.0 as being a new ratemaking methodology."

After describing the material FEMA circulated to policyholders, the GAO report concludes:

"[N]one of this information explained ... the new methodology or its implications for ... their individual premiums or referred policyholders to FEMA's ... website where rate methodology documents and other resources could be found. Further, FEMA did not notify policyholders about the new ratemaking methodology before implementing it." (emphasis added)

FEMA officials told the GAO that FEMA relied on Write-Your-Own (WYO) insurers and agents to communicate with policyholders and educate them about RR2. "However," the report goes on, "FEMA did not establish any requirements to ensure that insurers and agents communicated this information to policyholders on FEMA's behalf" (emphasis added). The GAO report finds policyholders were understandably and justifiably uncertain about RR2. To wit:

"Officials from two associations representing insurance agents told us policyholders have expressed concern over premium increases and generally do not understand [RR2], including how it produces premiums and what factors affect those premiums. Policyholders also had questions about potential savings associated with available mitigation options ... [O]fficials from insurance agent associations said policyholders asked agents how mitigating their flood risk could reduce their premium." (emphasis added)

The report recommends that FEMA take several administrative actions; those most significant to agents are its request that FEMA "take steps to directly inform individual policyholders about Risk Rating 2.0 and make them aware of available information" (emphasis added) and its instruction that FEMA "make available to policyholders, agents, or both more detailed property-specific flood risk information to help them better understand the justification for individual premiums" and any potential savings associated with mitigation activities (emphasis added).

PIA supported FEMA's decision to adopt its new rating methodology. However, when its implementation began, PIA vocally urged FEMA to improve its rollout of RR2 to ensure a smooth transition for policyholders and prospects. When it became clear that FEMA was proceeding with its planned Sept. 2021 rollout of RR2, regardless of the number or magnitude of obstacles it faced, PIA asked FEMA to delay its implementation, a request that was echoed by both House and Senate policymakers.

Continued to page 21

Main Street Property Business

We offer special form property coverage including wind for main street business classes.

ARSON



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insurance

PROPERTY LIMITS

Wind available including all coastal counties

Limits up to \$10,000,000 per location - higher limits available with Underwriting approval

Business Income

Equipment Breakdown

Outdoor Property

Exterior Signs

Property Coverage Extension Endorsement

> Earthquake Ordinance & Law

> may be available



ELIGIBILITY

No distance to coast requirement.

All construction classes eligible with wind including coastal properties

Older properties with renovations or updates to the roof, HVAC systems, electrical and plumbing

> Protection Class 1-8 eligible 9 & 10 refer to underwriting

CRIME

Employee Theft

Money and Securities

Forgery and Alteration

Robbery and Safe Burglary



DEDUCTIBLE

AOP Options: \$1,000, \$2,500, \$5,000, \$10,000 and \$25,000

Wind & Hail Options: 1%, 2%, 3%, 5%, and 10%

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GOA Report Continued from page 18

FEMA refused, and the result was a messy, confusing rollout, accompanied by FEMA's continued refusal, which persists even today, to provide agents and consumers with appropriate rate transparency.

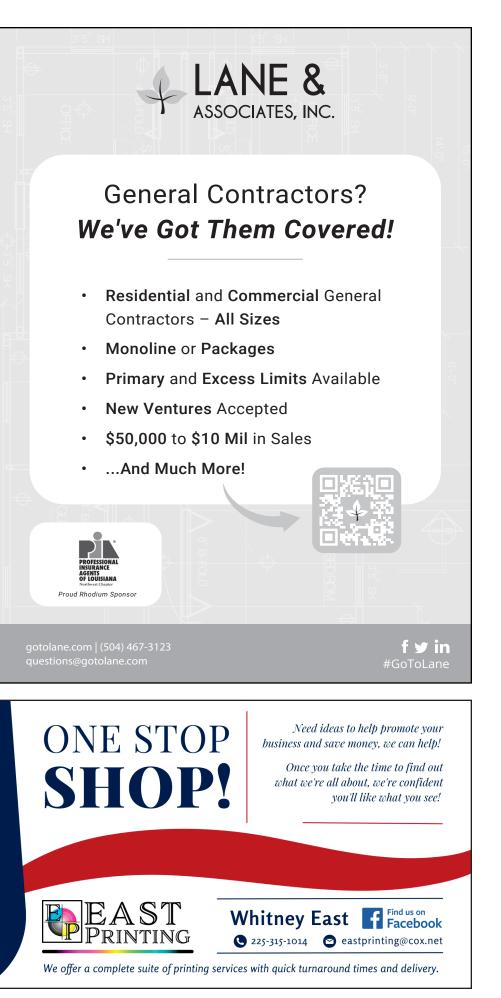
Full Risk Rates: (Possibly) Coming 2049

Although FEMA has insisted that RR2 is "risk-based," meaning that premiums increase as the risk of flood increases, the GAO report makes clear that the NFIP is not risk-based now and will not achieve actuarial soundness soon. In fact, because some policyholder fees are assessed without regard to specific property risk, it is possible that NFIP premiums will never be fully riskbased.

Specifically, the GAO estimates that it will take "until 2037 for 95% of current policies to reach full-risk premiums," which would leave the program with a \$27 billion premium shortfall. The report concludes that the "glide path" capping residential premium increases at 18 percent year over year means it will take the NFIP **until 2049**—more than 25 years—for nearly all NFIP-covered properties to reach full risk rates.

For its part, FEMA has declined to publicly project when the NFIP could become actuarially sound. The GAO's conclusion that the NFIP may achieve actuarial soundness in about a quarter of a century is disheartening but unsurprising.

In ten days, on Sept. 30, the NFIP will expire, absent Congressional action to reauthorize it. In the coming weeks and months, PIA will continue to pressure Congress to pass a long-term reauthorization of the program and demand that FEMA provide agents and policyholders with greater transparency and accountability.



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PIA Supports the Insurance Data Protection Act

Bill Would Remove the Subpoena Power of the Federal Insurance Office.

The National Association of Professional Insurance Agents (PIA) is pleased to endorse the Insurance Data Protection Act, introduced September 18 by Rep. Scott Fitzgerald (R-WI).

7 The Insurance Data Protection Act would bring about a series of reforms to the Federal Insurance Office (FIO), an unnecessary federal bureaucracy created in the 2010 Dodd-Frank Wall Street Reform and
6 Consumer Protection Act. The bill would meaningfully reform the FIO and protect consumers by limiting the sharing of non-publicly available data.

"PIA believes that insurance should be regulated by state authorities, not the federal government," said Jon Gentile, vice president of government relations for PIA. "The state insurance oversight regime has benefited consumers and the insurance industry for over a century."

The bill would repeal the FIO Director's

subpoena and enforcement powers. "Its subpoena power is the FIO's most powerful tool, so its elimination will help to counteract the FIO's ever-expanding reach," Gentile said. "The bill would also require the FIO to coordinate with state insurance regulators and consult publicly available sources to gather readily available data and limit unnecessary or duplicative data calls."

PIA opposed the creation of the FIO from the outset and has long led the industry in the development and support of legislation that would fully repeal the FIO, and full repeal remains our long-term goal. We will continue to forcefully advocate for the passage of the FIO Elimination Act, which, at the urging of PIA, has been introduced in both the House and Senate across multiple Congresses.

At the same time, we support practical reforms to the FIO that substantially reduce its power, particularly in domestic matters. We view the Insurance Data Protection Act as a step toward the restoration of the primacy of state regulation of insurance.

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SEPTEMBER 2023



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Alan Adams

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Tower Division Supervisor at LRC Wireless, an LWCC Policyholder since 2016