

# ★★ iianc PARTNERS PROGRAM

2023

Spotlight your company's products, services, and markets to North Carolina's premiere community of independent agents. As the nation's fastest-growing Big "I" state association and one of the largest and most dynamic voices for independent agents in the country, there is no better way than by partnering with IIANC!

With a solid track record of new member growth coupled with some of the most well-attended and energetic industry events and trade shows in the country the decision is easy and the time is now. Can we count on your company to be by our side, supporting and helping independent agencies to grow, innovate, and thrive into the future?

## Tech Summit

February 7, 2023 | Sheraton Imperial Hotel | Research Triangle Park, NC

- One-day event equipping agents with information on all things technology-related to help them increase sales, streamline their marketing efforts, and operate more efficiently
- Includes a “Solutions Center” vendor marketplace for technology-related companies and vendors to showcase their products, services, and resources for agents

## Agency Leaders Executive Retreat

March 26-29, 2023 | Omni Grove Park Inn | Asheville, NC

- Exclusive opportunity to connect with NC’s leading agency owners and principals
- Brings together key agency decision makers and company representatives for several days of high-impact learning and networking in a beautiful and relaxing resort environment

## 7th Annual IIANC Charity Golf Tournament

June 12, 2023 | MacGregor Downs Country Club | Cary, NC

- Organized by IIANC’s iLEAD (Young Agents) Committee with all proceeds directly benefiting the two Make-A-Wish chapters in North Carolina
- Opportunities for sponsorships, tabletop displays, giveaways and good times while raising money for deserving children and networking with agents and peers

## InsurEXP023

September 28-29, 2023

Benton Convention Center | Winston-Salem, NC

- IIANC’s most eagerly anticipated annual event featuring the state’s largest industry trade show with 120+ exhibiting companies and vendors
- Attracts attendance of nearly 850 industry professionals, including 400+ independent agents from across North Carolina



## Young Agents Development Conference

Dates & Location TBD | Fall 2023

- Designed to help Young Agents and those new to the industry increase their knowledge and expertise and make the connections that will lead towards future agency leadership
- YADC helps to connect Young Agents with company and vendor representatives through organic networking opportunities without tying you to an exhibit booth

**WANT IN? YOU SHOULD!**

Allyson Knott, CMP | [aknott@iianc.com](mailto:aknott@iianc.com) | 919-863-6517

# PROGRAM BENEFITS AT-A-GLANCE

	CHAIRMAN'S CIRCLE \$18,000	PRESIDENTIAL \$15,000	PLATINUM \$12,000	GOLD \$9,000	SILVER \$6,000	BRONZE \$3,000
<b>ADVOCACY FOR INDEPENDENT AGENTS</b>						
Invitation to the 2023 IIANC Legislative Day	★	★				
Invitation to join the IIANC delegation at the Big "I" National Legislative Conference (limit one representative per company)	★					
Sponsorship of Governmental Affairs "Raleigh Report" e-newsletter	★					
Invitation to local gatherings held throughout NC with IIANC member agents and state legislators	★	★				
<b>VISIBILITY AT IIANC CONFERENCES AND EVENTS</b>						
Exhibit booth at InsurEXPO23	complimentary (\$1,600 value)	complimentary (\$1,600 value)	complimentary (\$1,600 value)	50% discount*	50% discount*	50% discount*
Priority selection of exhibit space location at InsurEXPO23	1st	2nd	3rd	4th	5th	6th
General recognition at the IIANC Charity Golf Tournament♦	Logo	Logo	Logo	Logo	Name	Name
Complimentary registrations to IIANC events, as specified:	4 to InsurEXPO23 1 to ALER23 1 to YADC23 (up to \$1,350 value)	2 to InsurEXPO23 1 to ALER23 1 to YADC23 (up to \$1,350 value)	2 to InsurEXPO23 1 to YADC23 (up to \$1,050 value)	1 to InsurEXPO23 1 to YADC23 (up to \$750 value)	1 to InsurEXPO23 (up to \$450 value)	
Discounted registration rates for all company employees at IIANC events and educational classes	★	★	★	★	★	★
*NEW* Recognition as break sponsor at all CIC seminars	Logo	Logo	Logo	Logo	Name	Name
Sponsorship and recognition at all IIANC conferences and events	Logo	Logo	Logo	Logo	Name	Name
Exclusive "PARTNER Company" exhibitor signage	★	★	★	★	★	★
<b>CONNECT WITH IIANC MEMBER AGENTS</b>						
Exclusive invitation to IIANC Board of Directors Summer Retreat	★	★				
Send marketing email(s) to IIANC member agents at a discounted rate (limits and exclusions apply)	★	★	★	★	★	★
Opportunity to invite prospective IIANC member agent(s) to attend InsurEXPO23 as your company's guest(s) at no charge±	★	★	★			
Access/unlimited searches of IIANC members via online directory	★	★	★	★	★	★
*NEW* Receive a copy of IIANC agency member postal mailing list (limit two per year)	★	★	★	★	★	★
Exclusive opportunity to participate in IIANC Market Finder	★	★	★	★	★	★
Exclusive rental of IIANC meeting space (subject to availability)	4 complimentary meetings	3 complimentary meetings	2 complimentary meetings	1 complimentary meeting	★	★
<b>EXPOSURE THROUGH PRINT &amp; DIGITAL ADVERTISING</b>						
Hyperlinked, rotating banner advertisement featured on IIANC homepage (iianc.com)	★					
Hyperlinked company logo on IIANC homepage	★	★				
*NEW* Full page ad placement in the NC P&C Insurance Marketplace Report, made available to all IIANC member agents	★	★				
20% discount off digital advertising rates	★	★	★	★	★	★
E-newsletter button hyperlinked to company website	IA Connection (Twice monthly)	The "I" on Professional Development (Twice monthly)				
*NEW* Hyperlink to company website from IIANC's PARTNERS Program page to increase SEO opportunities	Logo	Logo	Logo	Logo	Name	
Opportunity to submit sponsored content for "IA Connection" e-newsletter (sent twice monthly)	1 article	1 article	1 article			
<b>SET YOUR COMPANY APART FROM YOUR COMPETITION</b>						
Guest appearance on "IIANC Radio" podcast episode hosted by IIANC's CEO Aubie Knight or IIANC's VP of Gov't Affairs Joe Stewart	★					
Digital display in IIANC's lobby	Logo	Logo	Logo	Logo	Name	Name
Recognition at all IIANC Board of Directors meetings	★	★	★	★	★	★
Exclusive use of IIANC PARTNER logo	★	★	★	★	★	★

NOTE: ♦Participation in and sponsorship of the IIANC Charity Golf Tournament is separate from the IIANC PARTNERS Program.; \*50% discount applies to non-PARTNER rate  
±Restrictions apply; contact IIANC for further details

# THANK YOU 2022 PARTNERS

## CHAIRMAN'S CIRCLE



## PRESIDENTIAL



## PLATINUM



## GOLD



## SILVER

AmTrust  
BondExchange  
Donegal Insurance Group  
ifinance  
Imperial PFS

Independent Market Solutions (IMS)  
Keystone  
SecureRisk (SASTN, LLC)  
Smart Choice  
System Search

Tarmika, Inc.  
Universal North America  
West Bend Mutual Insurance Company

## BRONZE

Accident Fund Insurance Co. of America  
Alamance Farmers' Mutual Insurance Co.  
Ambetter  
AMERISAFE  
Bankers Insurance Group  
Bass Underwriters, Inc.  
BBSI  
Berkley Southeast Insurance Group  
Berkshire Hathaway GUARD Ins. Companies  
Burns & Wilcox  
Capital Premium Financing  
Central Insurance  
CNA  
Commonwealth Underwriters Ltd.  
Congruity HR, LLC  
Dairyland  
EMC Insurance  
Encova Insurance

Enginuation  
ePayPolicy  
Falls Lake Insurance Company  
FCCI Insurance Group  
FFVA Mutual  
First Choice Agents Alliance  
First Mutual Insurance Company  
Frankenmuth Insurance  
Governmental Risk Insurance Plans  
GPAgency  
Harford Mutual Insurance Group  
Hartford Steam Boiler  
Homeowners of America Insurance Co.  
Hospitality Insurance Company  
Hull & Co. & Peachtree Special Risk Brokers  
ICW Group Insurance Co.  
Insurance House  
Iroquois South

J.M. Wilson  
Kemper Personal Insurance  
Key Risk  
Leavitt Group  
Levitare  
Live Oak Bank  
Main Street America Insurance  
Market  
MEMIC  
MidSouth Mutual Insurance Company  
NC Grange Mutual  
Normandy Insurance Company  
Orion180  
Penn National Insurance  
Pie Insurance  
RPost  
Selective Insurance  
Southern Insurance Underwriters

Standard Premium Finance Mngmnt. Corp.  
State Auto Insurance  
Strickland Insurance Brokers  
Summit  
SynchronoSure  
TAPCO Underwriters, Inc.  
The Cincinnati Insurance Companies  
Total Insurance Plus  
USG Insurance Services  
Utica National  
Velocity Risk  
Vertafore  
Vigilant Surety & Insurance Partners, LLC  
Westfield  
Work At Home Vintage Experts - WAHVE  
Zenith Insurance Company

# PARTNER PLEDGE FORM

Due by December 31, 2022

## I want to support my independent agency network!

- Chairman's Circle (\$18,000)**       **Presidential (\$15,000)**       **Platinum (\$12,000)**  
 **Gold (\$9,000)**       **Silver (\$6,000)**       **Bronze (\$3,000)**

Company Name: \_\_\_\_\_

Main Contact Name: \_\_\_\_\_

If billing contact is different, please provide it here: \_\_\_\_\_

Company Address: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Company Website: \_\_\_\_\_

- Included with our PARTNERS Program pledge is a  \$1,000  \$500  \$250  \$ \_\_\_\_\_ contribution to the IIANC Action Fund, to support advocacy efforts on behalf of North Carolina independent insurance agents.**

**TOTAL AMOUNT DUE: \$ \_\_\_\_\_**

### Payment Information:

- Check (Payable to IIANC)       Please invoice me

- Credit Card:      \_\_\_\_\_ Visa      \_\_\_\_\_ MasterCard      \_\_\_\_\_ American Express

Card Number: \_\_\_\_\_ Sec. Code: \_\_\_\_\_ Exp. Date: \_\_\_\_\_

Name on Card: \_\_\_\_\_ Signature: \_\_\_\_\_

Billing Address for Card: \_\_\_\_\_

### PARTNERS PROGRAM TERMS AND CONDITIONS:

The PARTNERS Program operates on a calendar year (benefits applicable January 1 – December 31). Commitments must be renewed each year to continue as an IIANC PARTNER and receive corresponding benefits. This contract serves as a binding agreement between your company and the Independent Insurance Agents of North Carolina (IIANC). Your company is responsible for the full, contracted balance, as no cancellations are permitted.

Payment is due at the time this commitment form is returned to IIANC. IIANC must receive this commitment form and complete payment by January 1, 2023 to be included in the 2023 PARTNERS Program and receive applicable benefits. If payment is received after this date, benefits may be adjusted accordingly. Please note, if you choose the "credit card" option, your card will be charged upon IIANC's receipt of this form.

Send commitments via mail: IIANC, PO Box 1165, Cary, NC 27512; fax: 919-882-9881; or email: aknott@iianc.com.

**I agree to all terms and conditions outlined in this agreement. (please sign) \_\_\_\_\_ Date \_\_\_\_\_**