



INDEPENDENT INSURANCE AGENTS
OF NORTH CAROLINA



**MAXIMIZE
YOUR *ULTIMATE*
MEMBERSHIP**



AS AN IIANC MEMBER, YOU GET ALL OF THESE BENEFITS. WHAT IS MOST IMPORTANT TO YOUR AGENCY?



UNFORGETTABLE NETWORKING & EVENTS

Build strong relationships with like-minded people



LEADING-EDGE CONSULTING

Optimize your agency's performance



TRUSTED ADVOCATE FOR YOUR AGENCY

Establishing favorable regulatory conditions



IMPACTFUL PROFESSIONAL DEVELOPMENT

Comprehensive training at all levels



MONEY-SAVING MARKETING & BRANDING

Customizable advertising campaigns



AWESOME STAFFING SOLUTIONS

Attract and retain top talent



TAILOR-MADE INSURANCE PROGRAMS

Protecting unique agency exposures



EXCLUSIVE MARKET ACCESS PROGRAMS

Reach hard-to-find markets

WE WANT TO HEAR FROM YOU!

CONTACT JILL LEWIS AT [JLEWIS@IIANC.COM](mailto:jlewis@iianc.com) | 919.863.6542

UNFORGETTABLE NETWORKING & EVENTS

Build strong relationships with like-minded people

- Make lifelong connections with fellow agents and network with company PARTNERS and vendors who can provide products, services, markets, and solutions to help your agency grow and thrive.
- Events including: the Agency Leaders Executive Retreat, InsurEXPO, the Charity Golf Tournament, Tech Summit, the Young Agents Development Conference & more
- Access to thought leaders through Town Hall meetings, podcasts, blogs, articles, InsurTech companies & more
- IIANC-sponsored sports events

LEADING-EDGE CONSULTING

Optimize your agency's performance

- Business, technology, and agency valuation consulting
- Free hour of business consulting & assessment tools
- Free hour of legal service
- Industry insights & technology guidance
- Insurance benchmarks & analytics
- Consulting packages customizable to your agency's needs
- Best Practices resources

TRUSTED ADVOCATE FOR INDEPENDENT INSURANCE AGENCIES

Your voice on state and federal issues

- Monitor and take action on legislation impacting the insurance industry
- Advance tax and regulatory policies aligned with the independent agency business model
- Work within business coalitions to sustain a positive economic landscape in North Carolina
- Support IIANC members running for and serving in the NC General Assembly
- Promote initiatives that enhance public safety
- Maintain strong working relationship with the NC DOI

IMPACTFUL PROFESSIONAL DEVELOPMENT

Comprehensive training at all levels

- Pre-Licensing Education: Live instructor-led webinars, self-study, and in-person Property & Casualty course options
- New Hire Training and Specialized Technical Training
- InsurAcademy: Providing "job ready" training
- Professional Designation Programs: Certified Insurance Counselor (CIC), Certified Insurance Service Representative (CISR) and Trusted Risk Advisor (TRA)
- Free Flood, Ethics and Loss Control Continuing Education (CE) for IIANC Members
- Private agency classes
- Executive Management Training
- Relevant CE courses including Commercial Agent Training, Agency Perpetuation, Cyber Liability, Financial Analysis & more
- Know & Grow Webinar Series: Non-CE professional development
- Self-study Life & Health courses

MONEY-SAVING MARKETING & BRANDING

Customizable advertising campaigns

- Marketing and co-branding with Trusted Choice®
- Pre-made, complimentary marketing solutions
- Reimbursement for marketing efforts and materials
- Free PSA radio ads with major universities
- Training opportunities to improve your digital presence
- Enhanced exposure on a national agency search engine

AWESOME STAFFING SOLUTIONS

Attract and retain top talent

- InsurAcademy scholarships for attracting & training new insurance industry talent
- Members only online course on attracting, hiring, and onboarding new staff
- Free Agency Careers Page
- Deeply discounted CareerPlug premium account
- Custom hiring assistance through a Business Consultant
- Do-It-Yourself Hiring Toolkits
- Internship grants
- Scholarships

TAILOR-MADE INSURANCE PROGRAMS

Protecting unique agency exposures

- Nationally endorsed E&O program with over 30 years experience
- Program designed by agents for agents
- Customized coverage to fit specific insurance agency risks
- Additional benefits tailored to insurance agency needs
- Superior customer service and expertise by your IIANC staff
- Employee benefits available for agency staff members through IIANC-sponsored plans
- Benefits package tailored to your agency needs
- Benefits Guaranteed Issue upon initial enrollment

EXCLUSIVE MARKET ACCESS PROGRAMS

Reach hard-to-find markets

- Access to Personal and Commercial Markets
- No upfront premium or volume commitments
- Favorable commission structure including profit sharing when available
- Agency retains ownership of book of business including renewals
- Direct access to underwriters

BECOME THE ULTIMATE IIANC MEMBER

[IIANC.COM/APPLY](https://www.iianc.com/apply) OR 919.863.6542

WHY IIANC IS THE NUMBER ONE CHOICE CHECK OUT OUR FIVE STAR GOOGLE REVIEWS:

★★★★★ Google

"I have loved my membership with IIANC. They do a great job of programming for agency owners and agency employees. They get to know their customers and it shows. It is worth the investment."

RAQUEL TILLMAN

Tillman Insurance Advisors | Charlotte, NC

★★★★★ Google

"Simply the best! This organization has helped me grow my business in very real and profitable ways. So grateful for the entire team as they help us all navigate very challenging times in the industry."

CHUCK EYLER

Peak Insurance Group | Boone, NC

★★★★★ Google

"You would be hard pressed to find another organization that cares more about the success of you and your Agency. It seems IIANC has an endless list of resources and continues to be forwarding thinking with technology. Highly recommended."

DANIEL ROHRBAUGH

Raleigh Insurance Group | Raleigh, NC

★★★★★ Google

"IIANC has always been a champion to our agency, offering the most up-to-date tech information and access to top professionals in the field for agency operations solutions. We're proud to be a member of an organization that advocates for independent agencies."

TERESA BRADSHAW

Powell's Insurance Agency | Clinton, NC

★★★★★ Google

"IIANC has been the single most helpful organization for our agency. Each of our team members would relay the same. From industry knowledge to training, the IIANC staff has always provided professional direction. We couldn't operate the way we do without them."

LARRY E. BROWN, JR.

Brown Insurance Group | Archdale, NC

★★★★★ Google

"IIANC has been an integral part of our agency's growth and success. Their primary focus on providing services and benefits to insurance agencies is reflected in every single contact. Simply put, you would actually think they work for you!"

NEIL ANNAS

Granite Insurance Agency | Granite Falls, NC

GAIN THE *ULTIMATE* COMPETITIVE EDGE.

RISE ABOVE YOUR COMPETITION.

WHAT ARE YOU WAITING FOR? JOIN NOW!

WWW.IIANC.COM | 919.863.6542