

The Massachusetts Agent

Official Newsletter of the Massachusetts Association of Insurance Agents

October 1, 2015

Beacon Hill News:

Legislature Focuses on Homeowners Insurance ...

On Tuesday, September 22, the Massachusetts Senate Post Audit and Oversight Committee conducted a five hour long hearing to investigate recent homeowner insurance rate increases approved by the Division of Insurance (DOI). The increases that led the Committee to hold the hearing were approved for MAPFRE, Safety and Plymouth Rock (Bunker Hill). The focus of the hearing was the alleged lack of transparency of homeowner rate filings and the need to have the Office of the Attorney General (OAG) review homeowner rate filings before they are acted upon by the DOI. Witnesses were by invitation only. MAIA was not invited to testify and if we had been invited we would have declined based on the fact that the hearing was about homeowner rate filings, of which we could not offer information. Prior to the hearing MAIA did meet with the Committee Chairman, Sen. Michael Barrett (D. Lexington), to provide him with information of the role of the independent insurance agent in writing and servicing homeowner business.

The witnesses included a panel from the DOI, including Commissioner Judson, the Office of the Attorney General, a panel of insurers, including MAPFRE, Safety and Bunker Hill, the Massachusetts Insurance Federation, former State Rating Bureau Director Steve D'Amato, Paula Aschetinno, Chair of Citizens for Homeowners Insurance Reform, Sen. Dan Wolf (D. Harwich) and Rep. Jim Cantwell (D. Marshfield). Each of the witnesses was asked by Committee Chairman Sen. Michael Barrett (D. Lexington) if they believed that the homeowner rate filing process should be more transparent and have another agency (presumably the Office of the Attorney General) review the filings and have the ability to ask for a public hearing. Each of the company representatives promoted the fact that they offer their products through independent insurance agents, who represent a number of companies to offer consumers choices.

The questioning of the witnesses went in many directions including climate change, company loss ratios, costs of materials and labor, company profitability, comparative websites, among many other items. The only area of company expenses that was questioned by the Committee was the cost of reinsurance. The Committee pointed to a FAIR Plan rate hearing decision where the DOI rejected the FAIR Plan rate request based on a number of factors, one being the cost of reinsurance. The FAIR Plan has the best reinsurance possible, i.e., the backing of all property writers in the state, while individual companies have to purchase reinsurance to meet the requirements of rating agencies and insurance regulators. The Committee didn't seem to understand the difference.

Sen. Barrett said a number of times during the hearing that this was the beginning of this effort and there would be additional hearings. He also suggested that there is pending legislation regarding public records to which an amendment could be added to address homeowner rate filings. This could also be done in separate legislation.

In a related development, the Legislature's Financial Service Committee this week held a public hearing on a number of pieces of legislation related to homeowners insurance. Two of those bills, H808 and H926, would give the Office of the

(continued on page 2)

In this Issue ...

Beacon Hill News:

- Legislature Focuses on Homeowners Insurance 1 - 2

MAIA News:

- MAIA Annual Meeting Agenda Announced 2

InsurBanc News:

- InsurBanc's President & CEO Discusses How Planning for Perpetuation is Key to Agency Growth 2

- Annual Meeting Notice 3
- Nominating Committee Report 4

Auto News:

- Latest Scoop on Personal Auto Filings 5 - 6

- Thanks Company Partners 6

Nominations Sought:

- Pacesetter of the Year 7 - 8

SUBMIT YOUR NEWS

GOT A STORY?

There is no charge to submit milestones, staff promotions, mergers, relocations, etc...to MAIA. Spread your news today!

▶ SUBMIT NEWS

Francis A. Mancini, Esq.
President & CEO

Donna M. McKenna
VP of Communications
and Editor



Massachusetts Association of Insurance Agents - massagent.com
Professionalism through Independence
91 Cedar Street - Milford, MA 01757 1-800-742-6363



The Trusted Choice®

Beacon Hill News ... continued from page 1

Attorney General the authority to review homeowner rate filings and request a public hearing. MAIA testified against these bills and suggested to the Committee that the DOI is the proper agency to review and act upon insurance rate filings. We will continue to monitor the Legislature's action involving homeowner rate filings and will report to you any new developments.

MAIA News:

MAIA Annual Meeting Agenda Announced ...

The Annual Meeting of the Massachusetts Association of Insurance Agents, Inc. has been scheduled for Friday, November 13, 2015. See page 3 of this newsletter for the complete agenda. The agenda includes two proposed bylaw changes including:

1. Allow the President and CEO to adjust the salaries for all staff, other than his/her own.

ARTICLE VI DUTIES OF OFFICERS

Section 5.

The President shall be appointed by a majority vote of all the duly elected and appointed Directors then serving, such vote taken at a meeting called in accordance with Article XI and the employment terms determined by the Board of Directors for such term and compensation as it shall determine. Employment may be terminated only by a majority vote of all of the duly elected and appointed Directors then serving, such vote taken at a meeting called in accordance with Article XI. He shall be the administrative officer of the association. He shall have administrative responsibility for the direction and control, including hiring and dismissal, of the entire staff. Within the controls established in the annual association budget he shall have authority to adjust the salaries of the Administrative Staff, and, with the advice and consent of the Finance Committee, to adjust the salaries of the Executive Staff other than his own.

2. Eliminate the appointment of A Finance Committee and hav its duties undertaken by the Executive Committee:

ARTICLE IX COMMITTEES

Section 1.

To facilitate the operation of this association, there shall be an Executive Committee and a Finance Committee and such other standing committees as the Chairman may, from time to time, constitute, subject to the approval of the Board of Directors.

Section 3.

The Finance Committee shall have general supervision of the financial affairs of the association. It shall be composed of the Chairman, as chairman of the Committee, the Chairman-Elect, and the Vice Chairman, the Secretary-Treasurer and two directors appointed by the Chairman. It shall meet at least once every three (3) months to review the financial records of the association. The Finance Committee shall devise ways and means of meeting the financial needs of the association and make recommendations thereof to the Board of Directors. Immediately prior to the beginning of each fiscal year, it shall prepare a budget of the estimated receipts and expenses for the association for the ensuing fiscal year and submit the same to the Board of Directors for the approval or revision and adoption. The Finance Committee shall also select an independent auditor to conduct the annual certified audit of the books of the association. The Finance Committee shall annually set the salary of the President.

Section 3.

Immediately prior to the beginning of each fiscal year, the Executive Committee shall prepare a budget of the estimated receipts and expenses for the association for the ensuing fiscal year and submit the same to the Board of Directors for the approval or revision and adoption. The Executive Committee shall also select an independent auditor to conduct the annual certified audit of the books of the association. The Executive Committee shall annually set the salary of the President.

The annual meeting agenda also includes the election of officers and directors for the upcoming year. The complete slate of officers and directors proposed by the Nominating Committee is located on page 4 of this newsletter.

InsurBanc News:

InsurBanc's President and CEO Discusses How Planning for Perpetuation is Key to Agency Growth ...

InsurBanc's David Tralka was recently interviewed for Property Casualty 360's article 'Key Strategies for Growing Your Agency' where he discusses how an internal perpetuation plan can engage key employees to start thinking like owners.

[Click Read More >>](#)

Massachusetts Association of Insurance Agents

Professionalism Through Independence

info@massagent.com

massagent.com®

OFFICIAL NOTICE TO THE MEMBERS OF THE MASSACHUSETTS ASSOCIATION OF INSURANCE AGENTS OF THE 2015 ANNUAL MEETING

In accordance with Article XI, Section 1, of the bylaws, notice is hereby given to the members of the Massachusetts Association of Insurance Agents, Inc., that the Annual Meeting of the association will be held on Friday, November 13, 2015 at 11:30 AM, at the Marriott Hotel, 110 Huntington Avenue, Boston, Massachusetts. Only active members shall be entitled to vote.

AGENDA

- I. Call to Order
- II. Approval of Minutes of 2014 Annual Meeting
- III. Report of the Chairman
- IV. Election of Officers and Directors for 2016
- V. Bylaw Amendment
- VI. Old Business
- VII. New Business
- VIII. Adjourn



91 Cedar Street, Milford, MA 01757
TEL (508) 634-2900 ■ (800) 972-9312 ■ FAX (508) 634-2929
Francis A. Mancini, Esq., President & CEO



Massachusetts Association of Insurance Agents

Professionalism Through Independence

info@massagent.com

massagent.com®

Report of the Nominating Committee

The Nominating Committee presents the following individuals to the membership for election as officers and directors for 2016 to become effective January 1, 2016.

Officers

Chairman-Elect

Glen E. Davis, CIC, LIA

Vice Chairman

Ely Kaplansky, CIC, CPIA, LIA

Secretary-Treasurer

John F. Koegel

State National Director

Raymond D. Gallant

By terms of the bylaws, G.L. Gaudette, III, CPCU, will become Chairman and Raymond Sirois, AAI, will become Immediate Past Chairman.

Directors

Term expiring December 31, 2017

John R. Sweeney, CISR, CIC

Term expiring December 31, 2018

Benjamin Cavallo, CIC, AAI, CISR

Thom DePaulo, CIC

John E. Dowd, Jr. AAI, LIA

Carl R. Goveia, CIC

James J. Pietro, CIC

Continuing Directors

Beth Sylvia Caldwell, CIC

Faith Canario

Joan DeCoste, CPCU, ARM, LIA

George F. Doherty, CIC, AAI, MBA, CPCU

Lisa M. Hirbour, CPCU, CIC

Daniel T. Morse CIC

Dennis F. Murphy, III, CFP, CPCU, ARM, CLU

Michael Pangione

Philip Richard

Steven Roy, CIC

Julie Ryan

For the Committee:

Thomas F. Skelly, Jr., CIC, AAI, ARM
Chairman

Nominations in addition to those made by the Nominating Committee may be made in writing to MAIA Chairman, Raymond Sirois, at the above address, at least ten (10) days prior to the annual meeting by any twenty (20) or more members.



Auto News:**Latest Scoop on Personal Auto Filings ...**

Here is the latest information on private passenger auto insurance filings placed on file with the Division of Insurance:

Company	Effective Date	Impact	Brief Description
Arbella 130153542 130089274 130146294	11/01/15	N/A	Rate: <ul style="list-style-type: none"> 2017 Model Year Factors Markup of Changes
	11/01/15	N/A	Form: <ul style="list-style-type: none"> Accident Forgiveness - 10AR 1273 (Ed. 11/15) Rule: <ul style="list-style-type: none"> Rule 35. Accident Forgiveness Markup of Changes
	09/01/15	N/A	Form: <ul style="list-style-type: none"> Disappearing Deductible Rewards Plus - 10AR1291 (ed. 09/15) Rule: <ul style="list-style-type: none"> Rle 38-D. Disappearing Deductible Rewards Plus Markup of Changes
GEICO General 130031404	12/02/15	N/A	Form: <ul style="list-style-type: none"> Cancellation Notice – CauseCancVehMa (12-14) Non-Renewal Notice – CCNRPolMa (12-14) Non-Renewal/Cancellation Notice – CCNRPolOfrMa (12-14) Change of Deductible Letter – CovActionDed (12-14) Change of Liability Limit Letter CovActionLim (12-14) Removal of Coverage Letter – CovRem (12-14) Non-Renewal Notice – NonRenewVehMa (12-14) Non-Renewal Notice Deceased Person – NRDeceasedPhMa (12-14) Notice of Termination (Lienholder/Additional Insured/Interested Party/Lienholder and Additional Insured) – ThirdParty (12-14) Markup of Changes
GEICO Indemnity 13003463	12/02/15	N/A	Motorcycle Casualty Forms: <ul style="list-style-type: none"> Cause Cancel Vehicle - CauseCancVehMa (12-14) Cause Cancel/Non-Renew Policy - CCNRPolMa (12-14) Cause Cancel/Nn-Renew Policy w Offer - CCNRPolOfrMa (12-14) Deductible Adjustment - CovActionLim (12-14) Coverage Strip - CovRem (12-14) Non-Renew Vehicle - NnRenewVehMa (12-14) Non-Renew Deceased PH -NRDeceasePhMa (12-14) Markup of Changes
GEICO General GEICO 130162222	10/18/15 New 11/24/15 Renew	+5.0% +5.0%	Rate: <ul style="list-style-type: none"> Base Rates <ul style="list-style-type: none"> Annual Base Rates Miscellaneous Coverage Base Rates Increased Limit and Deductible Factors Driver Level Discounts and Rating Factors <ul style="list-style-type: none"> Merit Factors Years Experience Factors 65+ Discount Good Student Discount Vehicle Level Rating Factors <ul style="list-style-type: none"> Annual Mileage – Use of Automobile Factors Vehicle Classification Symbol Factors Vehicle Cost Symbol and Model Year Factors

Auto News:

Latest Scoop on Personal Auto Filings ...

Here is the latest information on private passenger auto insurance filings placed on file with the Division of Insurance:

Company	Effective Date	Impact	Brief Description
GEICO General GEICO 130162222 cont'd.	10/18/15 New 11/24/15 Renew	+5.0% +5.0%	<ul style="list-style-type: none"> • MBI Model Year and Coverage Age Factors • Number of Owners • Liability & Physical Damage Policy Factors • Symbol Groups And Stated Amount • Transition Symbols • Vehicle Level Discounts <ul style="list-style-type: none"> • Anti Theft Discount • New Vehicle Discount Rate: <ul style="list-style-type: none"> • Policy Level Rating Factors • Household Composite Index Factors • Risk Tier Factor • Term Factors • Policy Level Discounts • Multi-Car Discount Factors • Multi-Line Discount Factors • Policy Level Discounts 2 • Sponsored Marketing Discount • Associate Discount • Marketing Partnership Discount • Military Discount Factors • Paid in Full Discount Factors • Transition Factors <ul style="list-style-type: none"> • Base Transition Factors • Transition Merit Factors • Annual Mileage – Use of Automobile Transition Factors • Multi-Car Transition Factors • Rate Order of Calculation Rule: <ul style="list-style-type: none"> • Rule G011. Rate Capping • Markup of Changes
GEICO General GEICO 130212962	10/29/15	N/A	Rule: <ul style="list-style-type: none"> • Deviated Symbols - MY 2009 & Later Model Years • MBI Codes - 2005 and Later • Vehicle Liability Symbols (VLR) • 1985 & Later Model Vehicles • Symbol and Identification Manual • Symbol and Identification Manual VIN Description

MAIA would like to acknowledge our 2015 Agent Awareness Campaign Diamond and Platinum company partners. Please support those companies that support the Independent Insurance Agent.



Diamond Partners













Platinum Partners











Massachusetts Association of Insurance Agents

Professionalism Through Independence

info@massagent.com

massagent.com®

Pacesetter Agent of the Year Nomination Form

Here's your opportunity to reward a fellow agent for his or her hard work and dedication to the independent agency system. The Henry F. Barry, Jr. Memorial Pacesetter Award is given annually to a person who is "setting the pace" and taking the lead for all agents to follow.

If you have questions about making a submission, contact Donna McKenna by phone at 800.972.9312 or 508.634.2900 or by email at dmckenna@massagent.com.

Background:

Designed to recognize an independent agent for outstanding leadership and service to the agency community and the public, the Pacesetter Award is the highest honor that MAIA bestows. It is awarded to an agent who has contributed his or her talent, time and energy for the betterment of the agency system.

Previous Winners:

Joseph Quinn	1981	Richard W. Davis	1992	Robert P. Powers	2004
Frederick J. England	1982	Robert E. Gilbert, Jr.	1993	Kathleen F. Silvia	2005
Jack Kelly, Jr.	1983	Jonathan M. Samel	1994	Bruce W. Cochrane	2006
David Murphy	1984	Richard E. Frye	1995	Philip G. Chesley	2007
David Grenon	1985	Joseph H. Feitelberg	1996	Steven J. Aronson	2008
Richard Sullivan	1986	Mark R. Silva	1997	Vincent P. Sylvia	2009
Josiah Welch	1987	Dennis F. Murphy	1998	Bradley P. Howes, Jr.	2010
Gerald L. Gaudette, Jr.	1988	5-Star Agencies	1999	Russel Martorana	2011
Arthur H. Clarke	1989	Tom Minkler	2000	Albert J. Marchionne, Jr.	2012
James Doherty	1990	Bill Hofmann	2001	Joseph Leahy	2013
Paul W. Scanlan	1991	Glenn Niinimaki	2002	Robert L. Hollis, Jr.	2014
		David J. McCormack	2003		

Nominations:

Any individual or local association may nominate a candidate for the Pacesetter Award. Written nominations must be received by MAIA no later than October 16, 2015. Questions should be directed to MAIA Vice President of Communications Donna McKenna at (508) 634-2900 or (800) 972-9312.

Eligibility:

A nominee must be an independent agent who has exhibited strong leadership qualities and performed a valuable service to the agency business, the public, or both. Those currently serving on the MAIA Board of Directors and previous Pacesetter Award winners are excluded from nomination. To be eligible, the candidate must:

- Be a licensed, practicing Massachusetts property/casualty insurance agent or broker;
- Be a full member of MAIA; and
- Have significantly contributed to the agency business for the betterment of fellow agents and for the public they serve and/or have significantly contributed to the state and/or independent agents everywhere.



91 Cedar Street, Milford, MA 01757
TEL (508) 634-2900 • (800) 972-9312 • FAX (508) 634-2929
Francis A. Mancini, Esq., President & CEO



2015 Pacesetter Nomination Form

I hereby nominate the following member of the Massachusetts Association of Insurance Agents (MAIA) for the Henry F. Barry, Jr., Memorial Pacesetter of the Year Award:

NAME: _____

AGENCY: _____

AGENCY ADDRESS: _____

CITY/STATE/ZIP: _____

PHONE: _____ FAX: _____

EMAIL: _____

Qualifications: Please describe the nominee's contributions to the MAIA members' business and/or local, state and/or national scene which qualifies the nominee for the MAIA Pacesetter Award. You may use the space below or attach a separate sheet:

Service to Profession:

Service to Community:

Nomination Submitted by: _____ Phone: _____

Agency/Company: _____

Return Nominations to:

Donna M. McKenna, Vice President of Communications
MAIA
91 Cedar Street
Milford, MA 01757
or fax to: (508) 634-2929

Nomination Deadline: October 16, 2015