

NOVEMBER 2021

SOUTH FLORIDA

THE



TORCH

THE VOICE OF INDEPENDENT INSURANCE AGENTS

Greetings from

TEXAS

USA

The LAAIA Expands to Texas!



The Voice of Independent Insurance Agents

www.laaia.com

www.laaiaatlanta.com

www.laaiabroward.com

www.laaiamiamidade.com

PUBLISHER

Maribel Ramirez

EDITOR

Lisette Perez

Cynthia Scott

CONTRIBUTOR

Alessandra Ramirez

The Latin American Association of Insurance Agencies (LAAIA), founded in 1969, is an association of insurance professionals whose purpose is to protect the rights of its member for the benefit of the consumer through education, information, networking & active participation in the political environment and community service.

Like & Follow!
Click on the icons!

NATIONAL



PRESIDENT'S MESSAGE

Devin Delatorre, CPIA

Welcome November, the month of giving thanks. It was this time a year ago when I found out we would be having our second son, to complete our little family. So this month is definitely special to me. One thing I am truly thankful for is for this association, not only for what it has done for my professional career but for the friendships that I have built through the years. I can honestly say they have become family and I would not be where I am today, if it wasn't for them. Things our HAPPENING at the LAAIA, we had our first, (of many more to come) chapter meeting in Houston Texas on October 20th, boy was it successful! There were more than 65 attendees. Several members registered and most importantly, we received applications from those interested on board positions for the Houston Chapter. We will have our second In person meeting December 7th at Maggiano's at Galleria, we hope to see you there.

If you are interested in a board position on the Houston chapter, [click here](#).

Our podcast is now in full swing. This month we have Greg Robitaille from Safepoint Insurance joining our host Dulce Suarez- Resnick to discuss the P&C Fraud Law Changes. As we continue to add value to all of our members at the LAAIA we have created another resource for you as an insurance professional to have the most up to date information about our marketplace. I encourage you to subscribe to our channel [by clicking here](#) and you can also check us out on spotify. We hope to be up and running on the Apple podcast by months end.

Until next time wishing a wonderful thanksgiving.

UPCOMING

Events

ATLANTA

Thursday, November 18th
Come and meet Georgia's Insurance Commissioner, John King.

Join us for our upcoming November monthly meeting along with our special guest Georgia's Insurance Commissioner, John King.

Maggiano's Little Italy

12:00pm-2:00 pm

To Register: <https://cvent.me/vv92ae>

BROWARD

Wednesday, November 17th
October Monthly Meeting
Flood Insurance Changes Ahead

Risk rating 2.0. Are you having fun yet?

6:00-8:30 pm

Ticket Price:

Members: \$25 / Non-members: \$45

To Register: <https://cvent.me/vv92ae>

HOUSTON

NEXT EVENT: December 7th

SAVE THE DATE!

Maggianos Galleria

11:30am-1:30pm

MIAMI-DADE

Thursday, November 4th
NextGen Networking on the River
Happy Hour

Mix and mingle with the NextGen and other insurance professionals at Wharf Miami. RSVP for a FREE specialty cocktail.

5:00pm-8:00pm

Location: The Wharf Miami

To Register: <https://cvent.me/vv92ae>

Thursday, November 18th
Charity Event

Help us Paint a Better World for the Children

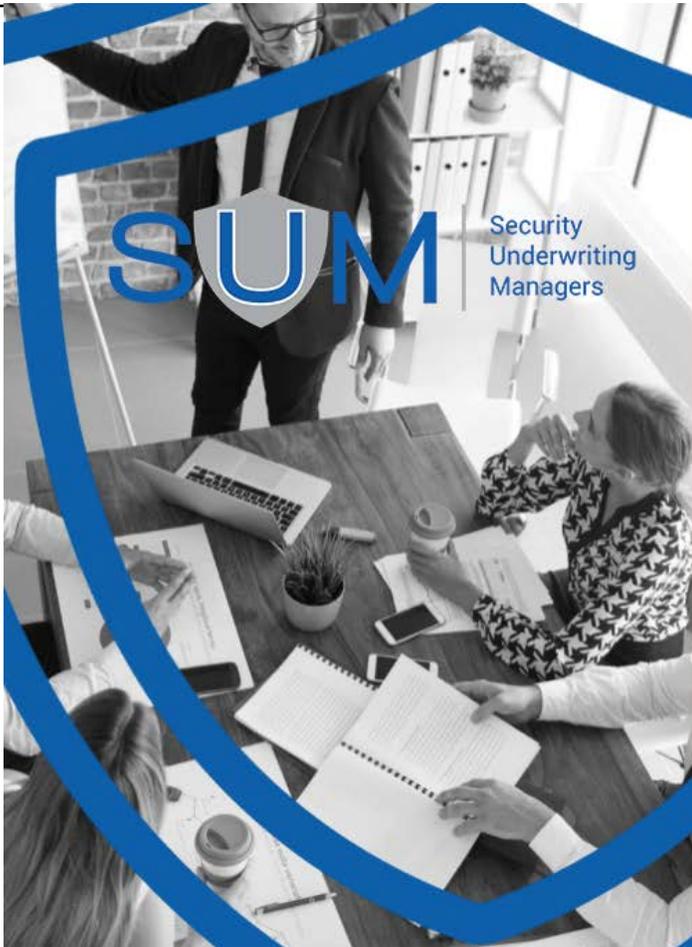
Join us for our annual fundraiser benefiting the Holtz Children's Hospital. Do not forget to bring a toy.

7:00pm-9:00pm

Location: Painting with a Twist, Miami Lakes

To Register: <https://cvent.me/vv92ae>

FEATURED MEMBER BENEFITS



Security Underwriting Managers
is offering **12% COMMISSION**
on ALL Workers Compensation
\$UBMI\$\$ION\$!

From **NOW** to November 30th

ONLY!

**Don't \$ettle
for 8%!**



**Hoopis has partnered with LAAIA to bring a set of solutions
in support of each member's growth initiatives!**



Harry Hoopis, CEO



HOOPINSURE

So Many Changes In The Landscape of Flood Insurance Today...

...with **Beyond Floods** you have options

- **Zero** Day Wait
- **NO** EC Required
- Lender Compliant
- Higher Limits
- Single Deductible
- Available in 30 States
- Flood Outlook Report with every quote

For Access Contact:

Soraya Regalado-Gresham, ACSR

786-916-1940 * Cell

Soraya.Regalado@ngic.com



BEYOND FLOODS



Have A Bond Problem? We are the Bond Aid People! Surety & Fidelity Bonds

Our Mission is to provide responsive bonding solutions quickly
and effectively for our clientele!

**Specializing on the small
to mid-size contractor**

- Contract and Performance
- Miscellaneous/Commercial
- License & Permit
- Fidelity - ERISA

Since 1973



"Bonding is Our Only Business"

www.sbai.com

10131 S.W. 40th St. • Miami, FL 33165

800.780.5414



ATLANTA HIGHLIGHTS

Hello Insurance Industry!

As we are coming towards the end of the year, our minds start to wonder about thanksgiving, Christmas and New Year's Eve. Although I love these dates, I also reflect on how to start with the right foot for 2022. However, what I have learned in my prior experience is that for a great start of the year, we need a great close of 2021.

We just had our board installation on Sept 28th and it went remarkably well, not only because we had the visit from National board members but also Dulce Suarez - Resnick performed our installation, LAAIA past President and 2021-2023 National Education Chair. On our board we have 7 women and 2 men, therefore it was very meaningful that Dulce was the one who installed us. Also, we had around 50 participants and industry leaders that came to the event. Most importantly thanks to Braishfield Insurance for being our sponsor.



Our Atlanta board is very excited to announce that we are holding our next event with the GA Insurance Commissioner John King a native of Mexico; he is the first Hispanic statewide official in Georgia History. Before becoming Chief of Police, Commissioner King served the Department in many capacities, including as a Detective and Deputy Chief over enforcement operations. Prior to that, Commissioner King was an Atlanta police officer beginning in 1985. While at the Atlanta Police Department, he worked various assignments including Red Dog, Organized Crime/Intelligence. In addition to his former roles in the Atlanta and Doraville Police Departments, King serves as a Major General in the U.S. Army National Guard assigned to NORAD and U.S. Northern Command.

This is an event that all people in the insurance industry in Georgia need to attend on November 18th 12-2 pm at Maggiano's Perimeter. For more information please click at this link <https://laaiaatlanta.com/upcoming-events>

Getting closer to the year's end, we are planning another fund-raising event with our charity of choice Corners's Outreach for the December month, a month to give more. So far, the 2021 closing is making its way. None of these could be done with our board members who practice the values of commitment, leadership and growth in this organization, therefore making insurance sexy again!

Sincerely,

**Angela N. Beltran - LAAIA Atlanta President
2021-2022**

**Like & Follow!
Click on the icons!**





OUT & ABOUT - ATLANTA

We welcome our new LAAIA Atlanta Chapter Board! This is our Board installation event! What a great event sponsored by Braishfield! Thank you to all who attended and we hope to see you at the next event!





INSURANCE MATTERS



Florida Insurers Are Swimming in a Sea of Red Ink: Citizens CEO Gilway

SOURCE: carriermanagement.com, Oct. 2021 | Reprinted with sincere thanks by William Rabb

It's not just a few Florida property insurance companies that are running into financial trouble. Almost every carrier is losing money in 2021 and the future does not look any better, the CEO of Citizens Property Insurance Co. told lawmakers Tuesday.

"It is an absolute sea of red ink across the industry," Barry Gilway said at a Florida Senate Banking and Insurance Committee meeting. He showed sobering net income data for carriers, and few bright spots could be found.

"This is not one or two companies that are having problems in the marketplace," he said. "This is virtually every single company experiencing negative net income – and a direct hit to surplus."

Gilway said that 52 Florida-domiciled companies write about 79% of the market. They write \$13.8 billion in premium but are backed by only \$4 billion in surplus. With Florida's market now on "life support," and red ink rising, many insurance companies are now finding it almost impossible to obtain new capital.

That forces carriers to go out of business or drop policies and raise premiums, a growing trend that has prompted thousands of homeowners to move to Citizens in the last two years. Citizens' policies, expected to top 1 million by the end of next year, are reaching unsustainable levels, officials have said.

Tuesday's committee hearing was held to explore some solutions to the Florida insurance conundrum. Gilway echoed the sentiments of insurance agents, lawmakers and others who have spoken about the problem in recent months. Citizens, he said, was set up to be an insurer of last resort, yet it is limited by law and by regulators on rate increases that now set most Citizen premiums at about half of what private market insurers charge.

"We are in an insane position," he said. "Here we are, supposed to be the insurer of last resort, but we're not supposed to be there at 50 cents on the dollar of what private carriers charge."

READ MORE: <https://bit.ly/2y3ZIDy>



BROWARD HIGHLIGHTS

Did you know that November is National Gratitude Month? With the holidays fast approaching, it is a perfect time to embrace the power of gratitude by doing more than just saying thank you. Practicing daily gratitude gives us a deeper connection to ourselves and the world around us. Just shifting those negative thoughts to appreciating what is positive in our lives will make a difference to you and those around you.



Can Your Business Survive a Hack Attack was the focus of our October meeting, sponsored by Evolve MGA. After listening to speaker Candace Funsch, I would suggest that you should immediately look into any potential cybersecurity exposures as this ever-growing issue can quite literally shut down any business with a mere click of a mouse.

Unless you have been living under a rock these past few months, you know that the Flood program has recently undergone some significant changes. Join us on November 17th, where NatGen Flood Business Development Manager, Soraya Regalado-Gresham, ACSR will give a brief overview and answer any questions. Be there before you get flooded with calls.

The date for our 10th Annual Charity Bowl-a-thon has been set for January 23rd. Be on the lookout for the registration email later this month. In the meantime, we raised over \$500 for LifeNet, here are the winners for our October Charity Football Squares:

- 1st Quarter - Bob Young
- 2nd Quarter - Anthony Sciacca
- 3rd Quarter - Clark Ramos
- 4th Quarter - Kim Ball

We wish you all the very best Thanksgiving!

The Power of our Past will be the driving force of our future!
Nicole Marcus-Douma,
LAAIA Broward President 2021-2022

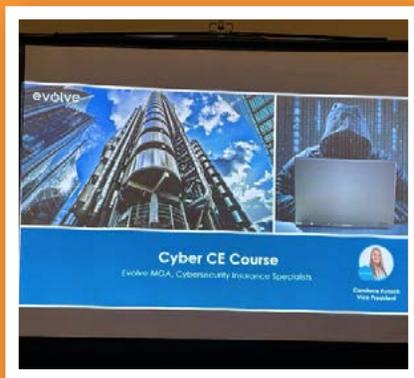
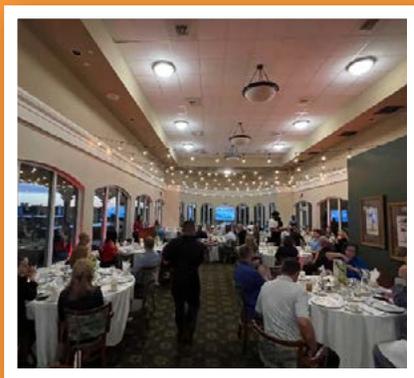
Like & Follow!
Click on the icons!





OUT & ABOUT - BROWARD

We had an amazing time at our October monthly meeting. Thank you to Evolve MGA for hosting a CE class. It was great seeing everyone. We look forward to seeing everyone at the next meeting!



HOUSTON HIGHLIGHTS

LAAIA keeps expanding! The National Expansion committee headed to Houston Texas for the first meeting of the Houston Chapter on Wednesday, October 20th at Maggiano's at Galleria. Thank you to all who attended! A special thank you to our sponsors Braishfield & Texas Security General.





SUPPORTING LOCAL BUSINESSES WITH COMPREHENSIVE INSURANCE SOLUTIONS



Ascendant stands stronger than ever and remains committed to the needs of small to mid-sized Hispanic businesses. We invite you to take advantage of our new business-centered approach to insurance solutions on our website including class codes offered by business type. We are thankful for the trust that our agents and policyholders have continued to place with us over the past 11 years and we look forward to continue being your insurer of choice.



HEALTHCARE

AUTOMOTIVE, TRANSPORTATION, WAREHOUSING & STORAGE

CONTRACTORS & CONSTRUCTION

RETAIL & SERVICE

RESTAURANT & HOSPITALITY

EDUCATIONAL & PROFESSIONAL SERVICES

COMMERCIAL & RESIDENTIAL PROPERTY

WWW.ASCENDANTGROUP.COM

Special News From Our Partners

Click on the image to read!



Dear Members:

It is unbelievable how quickly the last four months have elapsed. Even though the time has passed by quickly, it has been very rewarding for a variety of reasons. First, I have been lucky to meet so many dedicated, engaging, and fun individuals who truly want to help our chapter succeed. I have also gained a deep appreciation for the caliber of individual it takes to lead a chapter in this organization. Humility and admiration are the two words that come to mind. Our board and our membership are energized, full of wonderful ideas, and truly intend to leave our mark and make a difference in this industry.

For those of you who attended the October Networking meeting, I hope you found the content informational and useful. I enjoyed learning about Emotional Intelligence and how to deploy it on a good or bad day. I also enjoyed hearing from Victor Rodriguez, Membership Chair, and the Nextgen Chair, Jacob Menaker. The plans they have for our Nextgen are exciting and they are certainly an inspiration.

Finally, I invite you to attend our complimentary event in November at The Wharf on the Miami River. It is a Networking as well as a Membership drive, so please bring a guest! Because of your time and energy, this association continues to be the best way to meet others to assist you in your professional career.



Maria E. Vila,
President, LAAIA Miami-Dade
2021-2022

Grounded in our Raices. Rising to the future.
(roots)

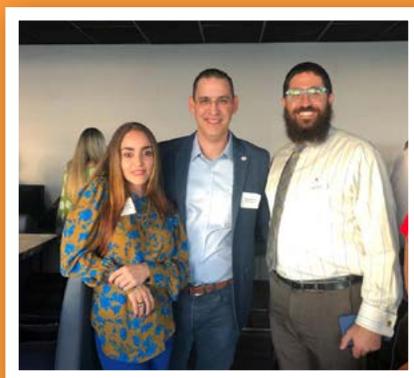
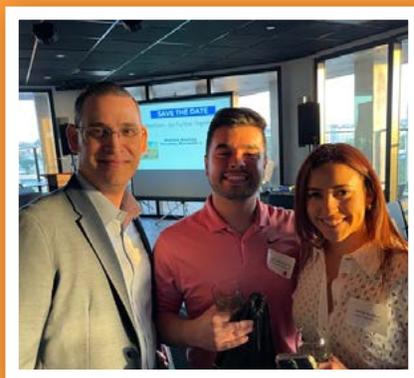
Like & Follow!
Click on the icons!





OUT & ABOUT - MIAMI-DADE

Thank for you for those who attended our October Networking meeting. We hope you found learning about Emotional Intelligence and how to deploy it on a good or bad days. We also had our first "Agency Member Showcase" Alexis Gutierrez from New Era Insurance, with more to come each month. Please send you or your agency story to our email laaiamiamidadechapter@gmail.com be showcased in our next event. We are very excited about the upcoming NextGen Event in November and looking forward to our first outdoors event.





The Voice of Independent Insurance Agents



STREET TALK VLOG:PODCAST

CLICK ON THE IMAGE TO VIEW PODCAST



FLOOD INSURANCE CHANGES EVERYTHING



- ➔ **Proven claims service** - nationwide
- ➔ **Technology designed** for ease of use, accuracy, and NFIP compliance
- ➔ **Personalized customer service** to meet your needs online via chat or by phone (8:00 a.m. – 8:00p.m. EST)
- ➔ **Training, sales, and marketing support** to grow your business
- ➔ **Excess flood coverage options** to insure up to replacement cost*

*Subject to underwriting guidelines

Call us for flood choices.

Wright Flood Marketing at 866-373-5663
or floodmarketing@weareflood.com

2019 Wright Flood®. All rights reserved.


WRIGHT®
Flood

We are flood.®



IN THE NEWS



Florida Policies in Limbo Over Proposed Insolvency Surcharge

SOURCE: *carriermanagement.com*, Oct. 2021 | Reprinted with sincere thanks by William Rabb

The Florida Insurance Guaranty Association is urging insurers to hold off on sending homeowners policy renewals until state regulators decide if they will approve a surcharge on premiums to help cover more than \$168 million in claims left from two carrier insolvencies this year.

With thousands of notices for 2022 policy renewals set to go out in the next few weeks, some insurers have begun to ask what they should do while the Florida Office of Insurance Regulation deliberates on the requested 0.7 percent increase in premium assessments.

“We’ve had a lot of calls about it,” said Tom Streukens, executive director of the guaranty association, known as FIGA, which handles insurer insolvencies. “We’ve reached out to member companies and have asked them to stand down for now.”

Streukens said Friday that he expects the Florida Office of Insurance Regulation, headed by Insurance Commissioner David Altmaier, to make a ruling on the assessment in the next two weeks.

“We haven’t heard much about it. Everyone’s just waiting on OIR right now,” said William Stander, director of the Florida Property and Casualty Association.

FIGA requested the increased assessment in late August, after it became clear that more than 1,300 unpaid claims for the insolvent carriers would leave FIGA with a mounting deficit.

This is the first time since 2012 that FIGA has had to raise the surcharge. But with a property insurance market that has been buffeted by hurricanes and what insurers have called fraudulent assignment of benefits claims and excessive litigation, two carriers were liquidated this year: American Capital Assurance Corp., known as AmCap, and Gulfstream Property and Casualty Insurance Co. Those followed two other significant insolvencies in 2020.

READ MORE: <https://bit.ly/2y3ZIDy>



Nearly half a million shipping containers are stuck off the coast of Southern California as the ports operate below capacity

SOURCE: businessinsider.com, October 2021 | Reprinted with sincere thanks by Grace Kay

The largest port in the US faces a near-record backlog of cargo ships, and there's no end in sight.

On Tuesday, Los Angeles had nearly half a million 20-foot shipping containers — or about 12 million metric tons of goods — waiting in drift areas and at anchor for spots to open up along the port to dock and unload, according to data pulled from the Marine Exchange of Southern California's master queuing list. The port has 19 mega-container ships waiting to dock, the largest of which is carrying 16,022 20-foot shipping containers.

"Part of the problem is the ships are double or triple the size of the ships we were seeing 10 or 15 years ago," Kip Louttit, the executive director of the Marine Exchange of Southern California, told Insider earlier this year. "They take longer to unload. You need more trucks, more trains, more warehouses to put the cargo."

The ports had 90 container ships in the port, 63 of which were waiting off the shore on Tuesday — a number far above the ports pre-pandemic average of zero to one ships at anchor.

Due to the volume of ships waiting along the shore, some ships are floating further than 20 miles off the shore in order to keep shipping lanes clear, according to Louttit.

Today, ships at the port can wait in these positions for as long as a month, Marine Exchange data shows. As of Tuesday, a vessel from Asia has been waiting off the coast since September 5 — an issue that experts warn will cause goods to miss the holiday shopping season.

The ports are only operating at 60% to 70% capacity, Uffe Ostergaard, president of the North America region for German ship operator Hapag Lloyd told The Wall Street Journal.

READ MORE: <https://bit.ly/2y3ZIDy>



Commercial Lines Bulletin

New Eligibility Rules

Citizens is amending its eligibility rules with approval from the Florida Office of Insurance Regulation (OIR) to make a property ineligible for coverage when authorities have determined it is unsafe for occupancy or it has substantial structural deficiencies.

The new rules address structural deficiencies and safety concerns and apply to new business and renewal policies effective on and after October 15, 2021.

New Underwriting Rules

Citizens added the following rules to the Underwriting Guidelines:

Rule 103 Ineligible Risks: Buildings or Business Personal Property located in a building for which any of the following apply:

- An inspection required by a state, county or local municipality has deemed the structure unsafe for continued use/occupancy.
- The inspection report identifies substantial unrepaired structural deficiencies.
- The building owner has not complied with inspection requirements.

Required Documents, under Rule 106:

Submission Procedures for Commercial Residential Multiperil and Commercial Nonresidential Multiperil and Rule 105: Submission Procedures for Commercial Residential Wind-Only and Commercial Nonresidential Wind-Only now include Building Recertification Inspection reports:

- Miami-Dade and Broward counties: A copy of the Building Safety Report or 40/10 Recertification Inspection report completed by a Professional Engineer or Architect registered in Florida, for buildings 40 years of age or older and at 10-year intervals thereafter
- All other counties: Any similar inspection report required by the state, county or local municipalities

Citizens may require inspection reports as described in the new rules to verify eligibility for new-business risks. Stay tuned for information about inspection requirements for existing policies.

In the event the inspection reports are currently scheduled or pending completion, agents are encouraged to submit alternative documentation for consideration such as an Intent to Inspect contract from a qualified engineer or architect that includes the policyholder's name, location address and indicates the inspection fee is paid. Include a note requesting an exception for the alternative document.

Resources

Agents and credentialed agency staff can log in to the Agents website to review the most recent Underwriting Guidelines and other resources to help you service your customers:

Select Commercial, and then select the appropriate policy type on the left-menu bar. Select Manuals in the center menu, and look for the most recent version of the Underwriting Guidelines.

Select Training to access Citizens' learning resources.

On the left-menu bar, select Commercial Job Aids to access:

- New-Business Submission Guide
- Uploading and Linking Documents

Look in the Spotlight section on the right side of these pages and select the Required Document Guide for the appropriate policy type.



INSPIRATIONAL CORNER

By Barry Sanders

Your life's story has amazing stories in it. Each chapter brings you to where you are today! If you aren't loving a story, there is always a fresh page and some new ink! Make it a best-seller! Love your life and live it to its fullest!

Flood Expertise You Can Count On

At Assurant, we understand flood.

We're a charter member of the NFIP with over 35 years of experience in flood insurance.

Here, we offer:

- Expertise in the NFIP as the second-largest provider of flood insurance under the WYO Program
- Dedicated flood sales support so you're confident in selling flood insurance
- In-house underwriting, dedicated customer service and convenient virtual claims inspections
- Private flood product suite that includes RCBAP, and commercial and residential coverage written on our own A-rated paper



**WE WOULD LIKE TO
THANK OUR
NEWSLETTER SPONSORS!**

PROGRESSIVE[®]


WRIGHT[®]
Flood

GIC
UNDERWRITERS

Standard
PREMIUM FINANCE

KEMPER
Auto

ZYWAVE
INSURING GROWTH

 **HERITAGE**[®]
INSURANCE
Pillars of Strength and Character.

Smart  **Choice**[®]


GRANADA
INSURANCE COMPANY



LAAIA

Welcomes Our Newest Members!

ATLANTA

Aniceto Dominguez - Super Auto Ins. Agency Inc
Carl Franco - A+ Auto Insurance, Inc.
Christopher Franco - A+ Auto Insurance, Inc.
Tom Shaughnessy - Assurant

BROWARD

Mitzi Herrera - Amwins

MIAMI-DADE

Fernando Clemente - Trust Insurance Brokers, Inc
Tony Vanzina - RT Specialty

HOUSTON

Vincent DeLeon - Wellington Insurance Group
Cynthia Leon - Easy Tax Services
Stirling Phillips - Texas Security General Insurance

[CLICK HERE TO BECOME](#)
[A MEMBER HERE!](#)