



Plug in to the Power...



Combined Specialty Insurance Company



What is Big "I" Markets?

Big "I" Markets is the independent agent's gateway to specialized insurance products and services with no access fees, no volume commitment, and no software needed beyond basic Internet access.

Why is it revolutionary?

With highly rated, handpicked insurance providers, a robust product line, detailed underwriting guidelines, streamlined applications, sales tools and direct company submissions at your fingertips, your agency will be well on the way to explosive revenue potentials. This cutting edge technology will give you, the independent agent, the ultimate competitive edge.

Who can access it?

Big "I" Markets is exclusively available to IIABA members.

Appointment Checklist

To become appointed with IIAA Agency Administrative Services and begin accessing products via Big "I" Markets today, just fill out the Agency Profile Questionnaire Form along with a copy of your current Agency, Agent and/or Brokers Licenses and proof of an insurance agent's Errors and Omissions policy. Use this checklist to ensure a complete and accurate appointment submission:

- Fill out and sign the 2-page Big "I" Agency Producer Profile.
- Attach a copy of the current license for each individual agent you would like to be appointed, along with a copy of the agency's license for all states where licensed.
- Attach a copy of the agency's E&O policy declarations page.
- To participate in the Big "I" National Flood Program, complete the Flood Specific portion of the Profile form. This is necessary so that a determination as to the appropriate commission level and agency contract to send to your agency.
- Forward the completed profile to IIAA Agency Administrative Services via the fax at (703) 995-4406 or mail to 127 S. Peyton Street, Alexandria, VA, 22314 for approval.
- Upon approval, a copy of the Sub-Producer Agency Agreement will be forwarded for completion. Fax/mail the signed copy of the Sub-Producer Agency Agreement.



IIAA Agency Administrative Services, Inc. ♦ 127 South Peyton Street ♦ Alexandria, VA 22314-2803
 (800) 221-7917 ♦ Fax (703) 995-4406 ♦ Email: bigmarkets@iiaba.net ♦ www.independentagent.com/bigmarkets

Big "I" Agency Producer Profile

AAS USE ONLY: BIM Approval Date: _____

Sub-Producer Code / National ID : _____

Participating agencies/agents need to be appropriately licensed and appointed as a sub-producer to do business with any markets available to member agents through IIAA Agency Administrative Services, Inc. Please complete the below information on the agency/agent(s) to be appointed. Full completion and submission of the required attachments is necessary for the appointment process for each agency location.

<i>Agency Name</i>		<i>Federal Tax ID Number/Social Security #</i>
		<i>Phone</i>
<i>Physical Address</i>	<i>City, State, Zip</i>	<i>Fax</i>
<i>Mailing Address</i>	<i>City, State, Zip</i>	<i>Web site Address</i>

Legal Status of Licensed Entity: Corporation Partnership Individual Year Entity Established: _____

Background Information - If you have answered YES to any question, provide complete details and appropriate documents such as official court records.

1) Have you filed for, or been discharged from, any bankruptcy, insolvency, or assignment for the benefit of creditors with a filing or discharge date, whichever is later, within the last five years?	<input type="checkbox"/> Yes <input type="checkbox"/> No
2) Do you have delinquent unpaid debts, including, but not limited to, loans, tax liens, outstanding civil judgments, child support payments, or alimony payments, exceeding, in total, \$10,000?	<input type="checkbox"/> Yes <input type="checkbox"/> No
3) Have you been convicted, plead guilty, or plead no contest to any misdemeanor involving dishonesty or breach of trust within the last five years?	<input type="checkbox"/> Yes <input type="checkbox"/> No
4) Have you ever been convicted, plead guilty, or plead no contest to any felony?	<input type="checkbox"/> Yes <input type="checkbox"/> No
5) Has your insurance license ever been revoked by, or surrendered to, any state or have you ever been fined, penalized, sanctioned, or subject to any other disciplinary action by a state or federal regulatory agency or self-regulatory organization as a result of your activities in the business of insurance, securities, banking, investment banking, or real estate?	<input type="checkbox"/> Yes <input type="checkbox"/> No
6) Are you now the subject of any complaint, investigation, or proceeding that could result in a YES answer to any of the previous questions?	<input type="checkbox"/> Yes <input type="checkbox"/> No
7) Have you had an insurance company relationship terminated due to loss ratio in the last 3 years? If yes, please give three year Personal Loss Ratio _____ and Commercial Loss Ratio _____	<input type="checkbox"/> Yes <input type="checkbox"/> No

The following are minimum requirements to participate:

- Signed Big 'I' Markets Producer Agreement. **To be forwarded to agency for signature upon Profile approval.**
- Copy of E&O Dec page or Insurance Certificate. (Minimum requirement \$1,000,000.)
- Copy of all Active Licenses, Corporate and Producer as Applicable (Resident and Non-Resident)
- List of Primary Agency Producers & Personnel with Title/Function that will be producing business.
- Participating agency must be a member in good standing with IIBA and state association of membership.

Please return all documents to the address above, care of 'Agent Processing'. If you have any questions, consult a member of the Big "I" Markets team at bigmarkets@iiaba.net or (800) 221-7917.

Principal Signature: _____ Date: _____

Print Name: _____



BIG I MARKETS



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Supplemental Information for Agency: _____

Attach a list if more room is needed. All potential users of Big "I" Markets will need to be listed here to receive a user name and password. Each member MUST use a unique user name and password to login to the system. Additional staff members may be added in the future, however a license copy, where applicable, is needed at the time of addition.

Big "I" Markets Primary Contact	<i>Phone</i>	<i>Email (Mandatory)</i>
Principal(s) Name	<i>Phone</i>	<i>Email</i>
Producers(s) <i>A license copy must be included, where applicable.</i>	<i>Phone</i>	<i>Email</i>
CSR(s) <i>A license copy must be included, where applicable.</i>	<i>Phone</i>	<i>Email</i>
Personal Lines Manager(s)	<i>Phone</i>	<i>Email</i>
Commercial Lines Manager(s)	<i>Phone</i>	<i>Email</i>
Marketing Manager(s)	<i>Phone</i>	<i>Email</i>
Software System Administrator	<i>Phone</i>	<i>Email</i>
Internet Connection:	<input type="checkbox"/> Dial Up <input type="checkbox"/> DSL <input type="checkbox"/> T-1 or Better <input type="checkbox"/> No Internet Access	
Rating Software Preference:	<input type="checkbox"/> Fax <input type="checkbox"/> Windows <input type="checkbox"/> DOS <input type="checkbox"/> Internet	

BIG "I" NATIONAL FLOOD PROGRAM: A competitive commission structure for flood business is available to all member agents participating in Big "I" Markets. Commissions range from 15 - 21+% depending of the volume of business, and are negotiable on books of business over \$250,000 in written premium. Rollover incentives are also available for member agents with existing books of business. Complete the below information to receive a proposal and appropriate producer agreement.

<i>Current Flood Carrier</i>	
<i>Estimated # of Policies</i>	
<i>Estimated Premium</i>	