



Nevada Independent Insurance Agents

NIIA EXECUTIVE TEAM

ADAM HEUER
NIIA Chairman

QUINCY BRANCH
Chairman Elect

STEVE WILKINS
VP/Finance Chair

CHRIS ROGNE
Past President

SUSAN BAUMAN
NIIA Executive Director

WHO WE ARE

The Nevada Independent Insurance Agents (NIIA) is the premiere state association for Property & Casualty (P&C) Independent Insurance Agents. Since 1916, NIIA has served Nevada. The association was created as an affiliate of the National Council of Insurance Federation, now The Independent Insurance Agents & Brokers of America (IIABA) also known as the “Big I”.

NIIA is a non-partisan trade association which provides education, professional development, advocacy, networking, collaboration, relationships as well as updates on current events and regulations. The NIIA’s tools and resources are available to over 18,000 Independent Agents in Nevada enabling them to assist residents to obtain insurance and satisfy their coverage needs. Being independent agents allows us access to over 1,500 insurers who are licensed through the Nevada Division of Insurance. Independent agents provide trusted choices and best practices when consumers are shopping for coverage.

Independent Agents are crucial to the protection of our residents and communities. As an industry, the independent insurance agent channel writes 70% of the commercial P&C market versus the 30% written by captives in the U.S. In the nation, there are 1.2 million licensees working in over 35,000 agencies. Here in Nevada, over 18,000 resident licensees working in over 1300 agencies. This equates to over \$1.1 billion in payroll. P&C insurance premiums total about \$6 billion which is approximately 35% of all insurance premium to the state followed by health insurance at 40%. Insurance Premium Tax continues to be the 4th largest contributor to Nevada’s General Fund with insurance companies contributing over \$700 million. An additional \$6.2 million dollars in revenue is created annually for the state by the independent agent appointment fees paid by the insurance companies.

IMPORTANCE

- Strengthen and preserve the Independent Agency System
- Partner with key legislators for the betterment of our communities.
- Increases Independent Agent visibility and Best Practices in Nevada
- Empower members of the Association to participate in the political process

Property and casualty insurance protects against risks involving property (cars, homes, or businesses, etc.) and casualty, which is liability risks (providing protection for a policyholder against claims of others). Personal lines such as auto and homeowners insurance and workers compensation are the most highly regulated forms of insurance. With consumer and asset protection as the ultimate purpose in obtaining insurance, the primary focuses of the NIIA is to work closely with its members, partners and the division of insurance for the ; 1) solvency of residents and businesses in the state, to provide a tool for insureds so they can be made whole after experiencing a catastrophe, and 2) trusted choice, to provide options in a competitive market place for Nevada consumers, to ensure policyholders and claimants receive the best rates for coverage, and are treated fairly. The P&C insurers pay out approximately \$3 billion in claims each year.

NIIA promotes growth and opportunity for all professionals in the independent agent channel including: Producers, Emerging Leaders and Partners.

Sources:

[Nevada Insurance Council, 2019 Biennial Report NV DOI](#), [Insurance Information Institute](#)

NEVADA INDEPENDENT INSURANCE AGENTS

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A UNITED VOICE WORKING FOR NEVADA INDEPENDENT INSURANCE AGENTS

The Nevada Insurance Individuals Political Action Committee (NIIPAC) was established by the Nevada Independent Insurance Agents in 1960 for the purpose of supporting Nevada's legislators and issues. It provides a mechanism for our members to collectively direct their political contributions and energies to candidates who understand our industry, support business principles and the independent agents' positions. NIIPAC contributions are made by both individuals and businesses. Together, our membership can voice the issues and solutions to legislators for the protection of the industry and insureds. The strength of the NIIPAC comes from the contributions that are used wisely and the ability of the committee to always be heard on issues that affect independent agents and the insurance buying public.

IMPORTANCE

- Plays a key role in the legislative success
- Strengthens and preserves the Independent Agency Systems
- Raises money to contribute to candidates running for state office
- Increases Independent Agent visibility in Nevada
- Empowers members and the Association to participate in the political process

NEVADA TEAM

SCOTT MENATH

Legislative Chair

JANA FOSTER

NIIPAC Chairwoman

JAMES WADHAMS

Lead Lobbyist

JESSE WADHAMS

Lobbyist

SUSAN BAUMAN

NIIA Executive Director

MAJOR ACCOMPLISHMENTS

PRIVATIZED WORKERS COMPENSATION

A key player in privatizing the workers compensation market in Nevada, thus allowing our members to generate commission income on this line of business and lower the rates for businesses since 1999.

CONSTRUCTION DEFECT REFORM

In 2015, successfully lobbied for vital changes to the law that favorably changed the definition of a "construction defect", reduced and limited the scope of recoverable attorneys fees and expenses, increased notice requirements of the plaintiff, and finally, shortened the statute of repose to six (6) years after substantial completion. These welcomed changes have begun stabilizing the casualty market for contractors, opened the market to more competition and reduced costs. While the 2019 session ultimately rolled back some of these changes, including increasing the statute of repose back to ten (10), the overall changes were fairly muted and we are hopeful cause minimal disruption to the improved marketplace.

DEFEATED INSURANCE DATA SECURITY BILL

In the 2019 Legislative Session, the Nevada Division of Insurance introduced a controversial NAIC model Insurance Data Security bill (SB21). The law would have placed unreasonable oversight and reporting requirements on our members for the multiple 3rd party vendors utilized for day to day business. Through the entire course of the legislative session, the NIIA lobbied strongly against the bill in both legislative houses, and directly with the Division of Insurance. Grass roots efforts directly with our representatives, many of whom were NIIPAC recipients, successfully ran out the clock on the bill as it failed to make it out of the lower chamber. We were successful in limited the ramifications of undue processes on independent agents and will continue to find better ways to manage cyber liability.

NIIA'S POLITICAL ACTION COMMITTEE