

THE ED NOTE

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Investing

Investing in yourself and your people is a decision that can yield long-term benefits for both employees and employers, driving growth, innovation, and success.

Insurance is a fundamental part of risk management. As an agent, not only do you assist the insured to transfer risk, but you also help reduce the financial burden, offer financial protection against unexpected events, you assist in identifying risks, and you help mitigate risks with safety inspections, loss control measures and advice aimed at reducing frequency and severity of losses. Agents help their clients maintain compliance with their legal obligations and protect third parties too. With the right insurance in place, individuals and businesses can recover more quickly from losses with minimal disruption.

Insurance is an essential tool to manage risks, financial protection and offers stability. Agents' knowledge and experience is crucial in how they can advise the insured. Not only is important to learn as a new licensee, but it is also important to continue education throughout your career as the industry and risks evolve. How to do this, well being a member of the industry trade association is a great place to start. There are many resources and peers that you can call on to help direct agents go down the right path. The Nevada Big 'I' is proud to support the ELC Professional Development Series, Meeting of the Minds, ABEN Webinars, annual tradeshow and conventions, and the Virtual University including the EXCEED and the Basics & Beyond programs.

In fact, the ELC Professional Development Series 3rd course is coming up March 20th in Las Vegas and March 27th in Reno. For details and registration, [click here](#). Paul Burkette, JD, CPCU, CIC, CRM, ARM, ALCM will instruct ***How to Read an Insurance Policy and Contract***. This course is worth 3 CE and E&O credit for Swiss

Re policy holders. Whether you are new to the industry or a seasoned agent the content will be eye-opening and helpful in your day-to-day operations.

Knowledge and experience are key to your success. Take advantage of your membership resources & tools to help serve your clients and manage your agencies' risks as well as protect your own E&O. Contact our office for future opportunities for knowledge and growth.

Respectfully,

Susan Bauman
NIIA Executive Director