

## **SOUTHERN AGENTS CONFERENCE 2018**

Saturday December 8, 2018

### **Personal Lines Agenda**

Andy Siegel, CPCU, AAI, CIC – Discussion Facilitator

#### **Introductions**

#### **Items Submitted in Advance**

- Dealing with Rising Rates: Strategies, Communicating with Customers
- Best Methods to Make the Quoting and Issuing Process Better
- What is the threat of Amazon entering personal lines space? How do IA's evolve to survive?
- What legislation additions or changes are impacting personal lines in your state?
- How can we avoid requoteing existing customers so often? It seems that new customers get better rates than existing customers through advance quote discounts, teaser rates, etc.
- The Future of Personal Lines: Smart Homes & Smart Cars
- Renewal program, retention program, welcome kit success stories

#### **Other Items**

#### **Adjourn**