

Independent, but not alone!

One of the benefits of being independent is the freedom that our agents have to make the choices that they believe are right for their agency and clients. With that freedom and independence can sometimes come isolation. It is easy to become so focused in what is going on within your agency that we can lose the benefit of outside ideas, concepts, and influence. There is a risk of becoming a silo.

This is the reason that an Association is so important. The Association affords an independent agent the opportunity to engage in friendly competition, while also helping each other be better. It gives independent agents resources to improve procedures and best practices. It allows them to share ideas. It allows independent agents to band together for the benefit of all.

Likewise, we need your assistance. The role of associations is changing. PIA is continually working to plan for what this association needs to be in the next 5-10 years. If you have ideas about what PIA should be focusing on or developing resources, please reach out to your local Board representative to discuss what we can do to assist agencies like yours, or call me at the PIA office.

As always, we are committed to your success.

**Kristopher Mark Fisher, CPIA, LUTCF**

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Mark your calendar for HISTORY AND HORSES! Join us for the 2019 Convention and trade show at the EMBASSY SUITES in mURFREESBORO, JuNE 19-20th!