

## MEMBERSHIP APPLICATION >



### PIWA member benefits

**Advocacy.** PIWA members benefit from our frequent meetings with the New York State Insurance Department and the Legislature. We work throughout the year to promote regulation and legislation that protects the interests of the wholesale insurance community and the insurance buying public.

**Networking opportunities.** Annual PIWA conventions and midyear conferences facilitate communication between wholesalers and companies.

**Education.** Continuing education sessions offered at conventions help members succeed whatever the market conditions.

**Industry outreach.** Through research, evaluation and open dialogue, PIWA works to promote a positive public image of the wholesale insurance system.

**Two-in-one membership.** PIWA wholesaler members also enjoy all the benefits of membership in Professional Insurance Agents of New York State Inc., including preferred listing in PIANY's specialty markets database.

**Your voice.** As a PIWA member, you have the opportunity to give input and guide our organization's efforts that help shape the industry.

### PIWA accomplishments

Since its formation, PIWA has been an outspoken advocate for the wholesale insurance broker. Among its many notable accomplishments, PIWA:

- Initiated and supported legislation resulting in the creation of **Excess Lines Association of New York**, now a critical element of the state's nonadmitted market;
- Successfully lobbied to restructure **Regulation 41**, and worked with the state to streamline the affidavit procedure, reducing the number of affidavits and forms used;
- Worked with the state to establish the Export List;
- Lobbied successfully for legislation allowing **security guards** who purchase insurance as part of their licensing requirement to use nonadmitted carriers;
- Supported a **lawsuit against the Insurance Department** regarding the legality of charging 100 percent minimum-earned premium;
- Successfully lobbied for legislation **requiring retail agents to notify premium finance companies** when a wholesale insurance broker was involved in writing a financed policy; and
- Currently is working to ensure that **wholesalers are excluded from any state-mandated compensation** disclosure requirements.

### Membership category:

- Wholesale excess.** Any sole proprietorship, corporation or partnership licensed in lines broker member New York as an Excess Lines broker who is predominantly engaged as a wholesaler.
- Supporting member.** Any wholesaler without a New York state license, reinsurance intermediary, or other entity who supplies services to Excess Lines wholesale brokers or companies.
- Company member.** Any insurance company, reinsurance company or underwriting organization principally engaged in writing insurance through wholesale brokers.

1. \_\_\_\_\_  
Name of applicant's firm
2. \_\_\_\_\_  
If corporation, please list in full each director and officer with titles. If partnership, list all partners. Attach sheet if needed.
3. \_\_\_\_\_  
Street address
4. \_\_\_\_\_  
City State ZIP
5. \_\_\_\_\_  
Person to whom mail should be directed
6. \_\_\_\_\_  
Phone no. Fax no.
7. \_\_\_\_\_  
Email address

### Wholesaler applicants only complete questions 8-12.

8. Name of excess lines broker license holder \_\_\_\_\_
9. New York State Excess Lines License no. (Please attach a copy of your license) \_\_\_\_\_
10. Date firm established wholesale business \_\_\_\_\_
11. Wholesalers: Total volume of **all** business \$ \_\_\_\_\_  
a. of which \_\_\_\_\_% retail b. \_\_\_\_\_% wholesale  
c. of which \_\_\_\_\_% (describe nature) \_\_\_\_\_
12. \_\_\_\_\_  
List associations of which you are a member
13.  Check enclosed  
 VISA  Mastercard  American Express

\_\_\_\_\_  
Credit card no. Verification code Exp. date  
*Membership dues may be deductible as a business expense, not as a charitable contribution.*

\_\_\_\_\_  
Cardholder signature

\_\_\_\_\_  
Print name

\_\_\_\_\_  
Title Date  
Annual membership fee: \$840. *Note: This application is subject to the approval of PIWA board of directors.*