

Agency Academy: What's Ahead for Frank Connections in 2023



2022 marked the return of the Agency Academy and welcomed a new webinar series, Frank Connections. Frank Connections was met with great success, and because of your continued support, we intend to continue the series in 2023. Based on feedback we received, the following topics are being considered:

- Agency Marketing Platform (AMP)
- Valuation Rater (ISO 360)
- Quoting and selling manufacturing risks
- Diamond Premier - Highlights and selling points
- Workers compensation - Monthly/quarterly reporting process and benefits
- Delivering renewal increases to insureds
- What's behind the cost of insurance?

Is there a topic you would like added to this list? Please let us know by reaching out to agencyacademy@fmins.com.

We hosted six Frank Connections webinars this year. If you missed any of the sessions, they are available to access in [iBIS Agency Services](#). The following topics are available to access:

- Personal Lines Competitiveness (Michigan and Ohio only)
- Uploading PDF Applications and Declaration of Delivery Destination
- Loss Control
- Business Use of Life Insurance
- Azuga Telematics for Commercial Lines Fleet Customers
- Commercial Lines - Business Income

To access the Frank Connections recordings for Commercial Lines and Personal Lines, log in to [iBIS Agency Services](#), select Resources, then Agency Education.

To access the Frank Connections recordings for Life, log in to [iBIS Agency Services](#), select Life, Sales/Underwriting, and Business Use of Life Insurance.

Questions? We're here to help. Reach out to agencyacademy@fmins.com for support.