



Feb. 11, 2019

Dear OIA Member,

Thank you for being a member of the Ohio Insurance Agents Association (OIA)! I have an important update to share on behalf of the OIA Board of Directors.

OIA has notified the National Association of Professional Insurance Agents (PIA) that we will no longer be affiliated as of April 8, 2019. OIA will remain affiliated with the Independent Insurance Agents & Brokers of America (Big 'I').

PIA has partnered with Ohio agents for many years, however, given the challenges and opportunities that face independent agents in today's changing marketplace, it is critically important for us to invest your membership resources in the most prudent manner possible.

The OIA agent leadership has comprehensively evaluated our dual affiliation at the national level since early 2013 – that process continued until a decision was reached this year. We concluded that supporting two national associations that essentially do the same thing is not sustainable.

You will find enclosed a Q&A that provides more detail on our decision-making process and what it means to you. It is difficult to cover everything, but we believe this provides a solid basis for understanding the process and the decision.

We are very fortunate in Ohio. The merger of the two state associations in 2013 has allowed us to singularly focus on addressing the needs of Ohio agents and we have experienced great synergy that continues today.

The desire to take two good state organizations and create a single great one was the vision of our past leaders, and that vision continues today. In addition to Ohio, more than half of the states with two agents' organizations have merged their respective organizations in each state within the past 30 years.

We believe that the two nationals need to follow the same path and create one great national association with a singular focus on helping independent insurance agents.

Having successfully completed this in Ohio, we have offered to help create a forum that would allow the two nationals to explore a modern organizational structure that best serves the independent agent channel in this country.

As your strategic business partner and trusted advisor here in Ohio, OIA will remain focused on understanding your needs and delivering the most effective programs, products, services and tools for you and your business.

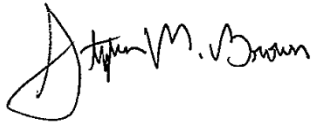
We are here if you have questions. Please reach out to OIA's Board or staff for more information on this issue. Thank you for being a member!

Kindest regards,

A handwritten signature in blue ink that reads 'Matthew T. Simon'.

Matthew T. Simon, CIC, CPCU
Chairman, OIA Board of Directors
Hill & Hamilton, Bellefontaine
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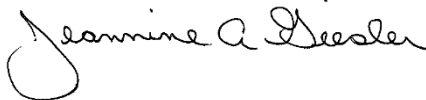
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