

Below are several FAQs that we received from OIA members about the 2022 membership renewal process. For any questions, please contact Dustin Mahrt, OIA Membership Specialist, at [dustin@ohioinsuranceagents.com](mailto:dustin@ohioinsuranceagents.com) or (614) 552-3087.

### How are my dues calculated?

- Dues amounts are based on the number of producers in your agency. Please affirm the number of producers that we have for your agency during the renewal process and update/adjust it if it has changed.
  - Include all producers, regardless of W-2 or 1099 status. If your agency doesn't use a traditional producer model, add up the percent of time each employee spends quoting and placing business, and include one producer each time you reach 100 percent. For example, if three employees spend one-third of their time quoting and placing business, that equals one producer. Please note, you should have at least one producer per office location.

### What percent of our OIA membership dues are deductible on our federal taxes?

- That is calculated at 92% given our non-profit status & that which is attributed to our advocacy efforts!

### Do you accept online payments?

- To pay online, log in to [ohioinsuranceagents.com](http://ohioinsuranceagents.com) and visit the "My Profile" then navigate to the "Agency Orders" section - please note the online portal only accepts credit cards. EFT/e-check/ACH payments would need to be phoned in
- Online payments may also be submitted via ePayPolicy here - <https://oia.epaypolicy.com/>
  - \$3 fee applies for ACH
  - 3.25% fee applies for Credit Card
- For questions contact Dustin Mahrt, OIA Membership Specialist, at [Dustin@ohioinsuranceagents.com](mailto:Dustin@ohioinsuranceagents.com) or (614) 552-3087

### Are other payment methods available, other than online?

- You will receive a paper invoice with a return envelope as a way to remit payment
- You can always call us! We can take credit card or ACH over the phone without any fees! Contact Dustin Mahrt, OIA Membership Specialist, at [Dustin@ohioinsuranceagents.com](mailto:Dustin@ohioinsuranceagents.com) or (614) 552-3087 or Buffy Terry at [Buffy@ohioinsuranceagents.com](mailto:Buffy@ohioinsuranceagents.com) or (800) 555-1742.

### Why should I renew?

- Since 1897, we have been helping Ohio independent agency owners manage difficulties and navigate uncertainty. OIA is the foundation for your agency and independent agents in Ohio.
- You receive 2 memberships for the price of 1!
  - At a national level, you get access to 1000's of agent-friendly benefits through the Independent Insurance Agents & Brokers of America, Inc., (IIBA) also known as the Big "I"
    - <https://www.independentagent.com/>
- Everything we do is designed by agents, for agents and we have the expertise and knowledge to help you in areas such as:
  - Advocacy for you and the independent agency system with lawmakers and regulators
  - Education and training programs
  - Company relations

- Access to markets
- Workers Compensation Group Rating revenue generating opportunities
- Valuation, Perpetuation, and staffing
- Assistance by experts regarding agency automation, legal issues, human resources, and other agency management issues
- Day-to-day business operations (which includes your E&O via a dedicated team of professionals)

**COVID-19 has impacted my agency, I am watching my expenses closely, has OIA's dues increased?**

- For the third straight year, your OIA membership dues amount has remain unchanged. We are doing all we can to operate in the most efficient and effective manner to serve your agency and the Ohio IA community. By continuing your 2022 membership with OIA, you are making the best investment in your agency's future.

**I received an invoice from PIA National, should I pay?**

- As of 2019, we surrendered our PIA National charter in the state of Ohio. This was after extensive consideration of the challenges and opportunities that face IAs in the changing marketplace, and evaluation of the redundancy of services between the two national agents' organizations.
- Your OIA membership gets you membership in the Big I National. It has all of the same and more services available for your agency. For one fee, you get state and national membership.
- PIA National membership is separate from OIA membership

**When are our dues actually due?**

- 1/1/22 is the due date with a grace period officially ending 2/28/22.

**Are there ways I promote my trade association affiliation?**

- OIA logos can be found here (scroll to the bottom) - <https://ohioinsuranceagents.com/agent-resources/hr-resources/oia-brand-resources/>
- Trusted Choice logos can be found here - <https://cobrand.iiaba.net/logos>