

Below are several FAQs that we received from OIA members about the 2023 membership renewal process. For any additional questions, please contact Seth Marana, OIA Membership Experience Manager, at seth@ohioinsuranceagents.com or (614) 552-3064.

How are my dues calculated?

- Dues amounts are based on the number of producers within your agency. Please affirm the number of producers that we have for your agency during the renewal process and update or adjust the count if it has changed.
 - Include all producers, regardless of W-2 or 1099 status. If your agency does not use a traditional producer model, add up the percentage 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 from our federal taxes?

- That is calculated at 94% given our non-profit status and that which is attributed to our advocacy efforts!

What forms of payment do you accept?

- You will receive a paper invoice with a return envelope as one way to remit payment.
- To pay online, log in to <https://ohioinsuranceagents.com/>, click on "**Membership,**" select "**Renew Your Membership,**" and "**Agency Orders.**"
 - Please note the online portal only accepts credit cards and any EFT, e-check, or ACH payments would need to be phoned in
- Online payments may also be submitted via ePayPolicy here: <https://ohioinsuranceagents.epaypolicy.com/>
 - \$5.00 fee applies for ACH
 - 3.5% fee applies for Credit Card
- For additional assistance please contact Seth Marana, OIA Membership Experience Manager, at seth@ohioinsuranceagents.com or (614) 552-3064 or Buffy Terry, Office Manager, at Buffy@ohioinsuranceagents.com or (800) 555-1742.

Do you offer payment plans?

- A quarterly payment plan is available. We will collect payment information to store on file via a signed authorization form and sweep payments will occur the 1st week of each quarter (January, April, July, and October).
 - To request signed authorization form, contact Seth Marana.

Why should I renew my membership?

- 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 **TWO** memberships for the price of **ONE!**
 - At a national level, you gain access to THOUSANDS of agent-friendly benefits through the Independent Insurance Agents & Brokers of America, Inc., (IIABA) 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?

- From 2018-2022 your OIA membership dues amount had remained unchanged. For 2023, the bulk of our agencies will see a slight decrease. 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 2023 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 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 is our dues payment deadline?

- January 1st, 2023, is the due date with a grace period officially ending February 28th, 2023.

Are there ways I can 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>