

Have questions? Below you'll find our top list of FAQs surrounding the membership renewal process. For any additional questions, please contact Andrea Heiss, OIA Membership Experience Manager, at [andrea@ohioinsuranceagents.com](mailto:andrea@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.**

### Are OIA membership dues deductible from our federal taxes?

- Yes! Each year we will calculate the percentage of dues that are deductible on your federal taxes. In 2023 that number was 94% given our non-profit status. Watch for more information to come in regard to your 2024 percentage.

### Do you accept online payments?

- To pay online, log in to <https://ohioinsuranceagents.com/>, then select the following options: "Membership", then "Renew Your Membership", then "Agency Orders"
  - Please note the online portal accepts credit cards. Please call us to pay via EFT, e-check, or ACH.
- Online payments may also be submitted via ePayPolicy here: <https://ohioinsuranceagents.epaypolicy.com/>
  - ACH payments: 1% fee for payment up to \$1,000; or a \$10 flat fee for payments over \$1,000
  - Credit Card payments: 3.5% fee
- For questions, please contact Andrea Heiss, OIA Membership Experience Manager, at [andrea@ohioinsuranceagents.com](mailto:andrea@ohioinsuranceagents.com) or (614) 552-3064.

### What other payment options are available?

- Pay by mail! You will receive a paper invoice with a return envelope in the 4<sup>th</sup> quarter of each year, outlining your membership dues for the upcoming year.
- Give us a call! Pay by credit card or ACH via telephone without any fees! Please call:
  - Andrea Heiss @ 614-552-3064, or
  - Buffy Terry @ 800-555-1742
- Quarterly payments! We will securely store your payment method details and sweep payments will occur the 1st week of each quarter (January, April, July, and October). With this option your membership will automatically renew on an annual basis (please contact us if your circumstances change and you wish to halt your quarterly membership payments).
  - To request a signed authorization form, contact Andrea Heiss, OIA Membership Experience Manager at [andrea@ohioinsuranceagents.com](mailto:andrea@ohioinsuranceagents.com) or 614-552-3064.

### 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, as well as independent agents across 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 and for agents. 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)

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

- As of 2019, OIA discontinued our PIA National charter in the state of Ohio. This was after extensive consideration of the challenges and opportunities that IAs face in the changing marketplace. Our evaluation indicated there are redundancies in services offered by two national agents' organizations.
- Included with your OIA membership, you gain membership to the Big I National. You gain membership at a state and national level for the low cost of your state level membership.
- PIA National membership is separate from OIA membership.

### When are OIA dues due?

- January 1st, 2025, with a grace period officially ending March 31<sup>st</sup>, 2025.

### 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>