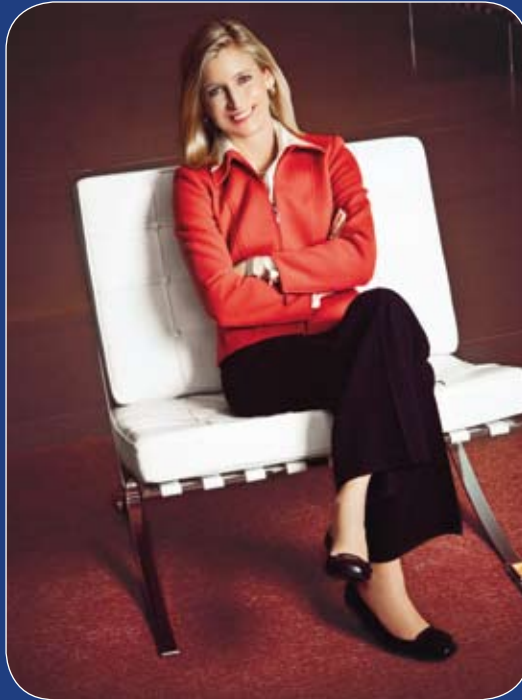


# providing stability in times of uncertainty





[www.aiadc.org](http://www.aiadc.org)



Through effective risk management, the property-casualty insurance industry enables entrepreneurs, small businesses, and corporations to make the critical decisions necessary to succeed in today's economy by providing stability in times of uncertainty.

The American Insurance Association's member companies write all types of insurance, including personal and commercial auto insurance, property and liability coverage for small businesses, workers' compensation, homeowners' insurance, and product liability insurance. We lead the property-casualty sector by forging constructive solutions to industry issues. Our strength lies in our ability to look to the future and influence the debate in an era of rapid change.

Leigh Ann Pusey  
President and CEO  
American Insurance Association



THE THOUGHT LEADERS  
FOR THE INDUSTRY

THE FORUM WHERE  
ISSUES ARE DECIDED

THE ASSOCIATION THAT  
DRIVES RESULTS

The horizon is global – just like your expanding business. For many in the property-casualty industry, the nuances of operating a successful business on a state, national, and international level are challenging.

As the leading property-casualty insurance trade organization, the American Insurance Association (AIA) makes it our priority to identify risks and emerging issues that affect our members. Our membership relies on our association to assess challenges, analyze the regulatory environment and potential impacts, and drive specific results. We don't just report on issues – we create solutions.

AIA provides members with the most up-to-the-minute data and personal access to key decision-makers in all levels of government. It's our job to know what is unfolding before it happens. We anticipate changes that affect our members and the consumers they serve. More importantly, we offer guidance so that your business can respond to today's rapidly changing regulatory and political environments.

# WE anticipate CHANGE

“When I’m alerted by AIA about an issue that will affect my business, I take immediate interest. Leigh Ann and her team have shown me repeatedly that they are on top of issues relevant to my company and the industry as a whole.”





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*“AIA is the one industry trade engaged in every critical policy decision affecting property-casualty insurers. When negotiations come to a head, I want my interests represented at the table. AIA has never let me down.”*

HELPING YOUR  
COMPANY COMPLY WITH  
EVOLVING REGULATORY  
REQUIREMENTS



KEEPING YOU INFORMED AS  
POLICY DECISIONS TRANSPIRE



IN THE ROOM WHEN DECISIONS  
ARE BEING MADE



AIA is entrenched both on the front lines and behind closed doors when it comes to decisions that impact the property-casualty insurance industry. When a concern arises, our members know that we've already mapped out a strategy for seeking a solution.

That kind of insider strength takes years to develop and can't be matched. With our history of being in the right place at the right time, often before anyone else, your interests are protected and advanced in the legislative arena.

From ground level analysis to board room collaboration, from state issues to national policy debates, AIA protects your interests through high-level advocacy. Moreover, we are structured to assist your company in complying with the many ongoing legislative and regulatory issues facing your business.

WE  
**protect**  
YOUR INTERESTS



**THE PREMIERE PROPERTY-  
CASUALTY TRADE  
ASSOCIATION**

AIA is the preeminent voice for the property-casualty insurance industry – representing both large and small insurers. We consider all of our members' varied priorities and emerge with a clearly defined set of principles. This transformation serves to unify would-be rivals and allows each member company to have their voice heard.

# WE HAVE strength IN NUMBERS

**A CONSENSUS-DRIVEN  
ORGANIZATION**

Our history has rooted us as the thought leader for our industry. For more than 144 years, AIA has influenced the industry's landscape by encouraging policy makers and opinion leaders to make more thoughtful decisions regarding the property-casualty insurance marketplace. Our advocacy has redefined the way our members bring new products to market and expand their options.

We listen to the opinions and ideas of our members, consumers, regulators, and business leaders. We then build consensus by balancing the needs of the insurance industry with appropriate consumer protections.

**COMMITTED TO DEFENDING  
THE INDUSTRY FROM  
POTENTIAL THREATS**

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*“My company’s interests must be in the hands of capable people who are well-respected and have the necessary access to implement change. The industry needs thought-leadership and a trade association that can take on the tough topics and deliver solutions.”*



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*“Every item in my budget is open to evaluation based on performance. Membership in AIA is consistently a simple decision for my company. You can’t put a price tag on the value AIA provides.”*

# WE MAKE your voice HEARD

The benefit your company derives from our accomplishments greatly outweighs the cost of membership. If your company wants its voice heard on a state, national, and international level, become a member of the association with the history, resources, expertise, and foresight to lead the industry into the future.

Your strength is running a business. Our strength is educating key policy makers and opinion leaders on what is required to effectively run a business that both delivers on its promises to shareholders and provides critical protections to consumers.

Be part of the debate. Become a part of the solution. Make your voice heard by joining the American Insurance Association.

YOU NEED TO BECOME  
A MEMBER OF AIA

YOU NEED YOUR  
INTERESTS  
PROTECTED

YOU NEED ACCESS  
TO POLICY MAKERS  
AND INDUSTRY  
LEADERS

YOU NEED TIMELY  
INFORMATION TO MAKE  
SOUND BUSINESS  
DECISIONS

YOU NEED THE  
ABILITY TO  
INFLUENCE INDUSTRY  
OUTCOMES





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