



# The INFormer

## Special points of interest:

- Sign up for our newsletter at:  
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- Washington County Bar Association Mini Golf Tournament Sponsor
- Westmoreland County Medical Society Annual Meeting Sponsor
- Western Pennsylvania Trial Lawyers Association Ethics and Golf Program Sponsor
- Conducted Several Professional Liability 101 Classes
- Upcoming Events
  - Washington County Winter Bench Bar
  - Professional Liability 101 Class, Don Ivol—  
instructor

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## INtegrity First Corporation

### A Message From the President

Welcome to the Fall/Winter 2010-2011 edition of the INF Newsletter!

An informed consumer is an educated consumer, so the saying goes! We at INtegrity First Corporation have always believed this to be true. INF strives to educate our clients on all of the products in which they have an interest. Information is a powerful tool when making any purchasing decision but especially when evaluating insurance coverage needs. Information helps the client decide: do I need to buy the insurance; from what company should I buy; how much should I buy; when should I buy; what form/model should I buy; and will the product “do” what I need it to do come claim time?

Equally and perhaps even more important than the information itself, is the manner in which it is presented to the client. “Computer dump” as I call it, does the client no good at all. This is



INF President, Donald J. Ivol Jr.,

when the person providing the information hands you a stack of pamphlets and booklets and politely says “read this and call me with any questions.” The information is there somewhere, finding it is another story, understanding it is still another!

At INF, we will listen to your questions and concerns and then provide you with the information you will need to make a decision. We use many different and simple ways in presenting the information you need. Conversations, charts, proposals, comparisons, brochures, and

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company literature. All come with an INF account executive (me!) assistance and personal explanation to make sure you have and understand the information you need. We like to refer to this process as “INforming” our customers.

To augment our goal of educating our clients, we have created INtegrity First University and a Legal Malpractice 101 Class. This is a 30-60 minute class which reviews the basics of your LPL policy and what you need to know about reporting claims/potential claims. Many of our clients have taken advantage of this seminar and found it to be a valuable resource and time well spent. During 2011, INF University will be creating other classes involving different types of insurance coverage. Call me at 412.563.2106 or email me at [divol@integrityfirstins.biz](mailto:divol@integrityfirstins.biz) for details!

## INtegrity First Corporation Now Sells Life Insurance

INtegrity First Corporation is pleased to announce a new relationship with Delaware Valley Brokerage Company, one of the leading life insurance brokerage companies in Pennsylvania. With the economy in a weaker state and people earning less per year, term life insurance is an inexpensive way to protect your family, your estate,

and your office. We have several different companies from which to choose therefore not only giving you a choice but offering you the best coverage at the most competitive price. While other brokers and companies only offer their program to officers, partners or owners of the company, our programs are for everyone:

You, your partners, your office staff, your spouse, and or children. Call our life insurance representative for details. The application process is easy and free and best of all our representative is there to answer all of your questions and walk you through the entire process.



# Integrity First Corporation

INFormed Insurance Professionals

## Welcome to 2011!

### Integrity First Corporation

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As we begin the New Year, we all hear the same clichés, my new year resolution is: to lose weight, to exercise, to eat better, to read more.....all noble resolutions and all of which I have attempted at one time or another. I want to suggest a new year's resolution of a different type. No, it is not sexy, cool or mod but it is one that will give you peace of mind and maybe even save you money!

This year, review and shop your Professional Liability Insurance! Actually you need to review and shop all of your insurance programs: Life, Business Owners, Health, Disability etc.....since I can not address all of these insurance programs in one article I will stick to writing about professional liability insurance.

If you are currently insured with INtegrity First you know first hand that at renewal time, we review your coverage with you and based upon your firm's individual characteristics, approach several carriers for coverage proposals. This does not mean that you switch or change coverage/carriers each year. We do not advocate change for change itself. It does mean that you become an educated purchaser of insurance. You become aware of the carriers that are in the market, you are aware of the pricing, you have polled your firm for changes and perhaps more importantly are aware of any and all claims or potential claims that need to be reported to the carrier. We at INtegrity First Corporation help you to become that educated consumer not

only by our market place searches on your behalf but also by "in house" training/seminars we conduct. These are designed to explain and review the coverage you purchased and how it works. You spend a great deal of money on this type of coverage. We want to help you understand the coverage you purchased and that you have "what you think you have!"

If you are not insured with INF, let us help you achieve your new year's resolution and review/shop your professional liability insurance program. You just might receive a more comprehensive policy, lower premiums, a better understanding of your coverage and a broker who is committed to protecting you, your employees, and your firm.

### INformation University Coming To Our Website In February



INformation University will be launched on our web site in February 2011. Be sure to visit our site and gain insurance insight from the professor! He will be addressing insurance topics including but not limited to: professional liability insurance,

medical insurance, life insurance, medicare supplements and "turning 65". The professor is also interested in your comments and questions. Send your questions, comments or concerns to the professor and join the class.

*We're on the web!*

*Visit [www.integrityfirstins.biz](http://www.integrityfirstins.biz)*

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