





# ILSA

INSURANCE LICENSING  
SERVICES OF AMERICA

Your Guide Through The Licensing Jungle







## AFRAID OF THE LICENSING JUNGLE? WHY OUTSOURCING TO ILSA MAY BE THE ANSWER FOR YOU!

In this unstable economy, cutting costs and overhead is critical to increasing profits and maintaining a solid bottom line. Doesn't it make sense to outsource non-revenue generating functions, such as compliance needs that can take so much of your employees' time? By outsourcing to the compliance experts at ILSA, you will not only be sure of your agency and producers being fully compliant, but save the cost of training and updating personnel.

Here are a few of the financial, productive and strategic benefits of outsourcing to ILSA:

- ▶ Reduced capital expenditures/operating costs and labor expenses including continued training and need for specialists.
- ▶ More time for management to focus on mission critical projects and personnel to devote to customer service.
- ▶ Ability to keep better pace with changing technology, methodology and knowledge without disrupting your infrastructure.

Can you really afford to divert your employees from the day to day operations of making money, when the efficiency of outsourcing to ILSA, the industry's leading compliance specialist, makes so much sense?





# ESCAPE THE LICENSING JUNGLE

## ▶ A PATH FORWARD

As the premiere licensing company in North America, we serve highly specialized clients who are subject to constant compliance scrutiny from regulatory agencies. Rely on ILSA to secure the licenses needed to do business domestically, as well as in Canada and Puerto Rico. Our expertise and strong relationships within the industry will ensure a smooth licensing process.

### Initial Licensing

With ILSA as your guide, obtaining a license can be a very tame process. We navigate you through the basics of prelicensing and exam requirements, then expedite submission of your application.

### Electronic Licensing

ILSA offers state-of-the-art electronic processing methods. Most states accept electronic submissions and can approve your application within 48-72 hours. If you fail to meet the electronic licensing criteria, ILSA will process your paper applications and guarantees prompt service.

### Corporate Capability

Most states require procurement of a Corporate Qualification before business is conducted in that state. ILSA professionals confirm that all corporate data is correct in the requested states. As an intermediary between clients and statutory representation (registered agents), we help clients understand and execute documents forwarded to them by the Secretary of State.

## Appointment Requests

ILSA processes requests to appoint your agents with new companies or new states under an existing agency contract. We provide all agent details to the carrier and submit other relevant documents required.

**ILSA TAMES THE PROCESS. THE JUNGLE OF RED TAPE INVOLVED IN LICENSING CAN BE DAUNTING. IT'S EASY TO LOSE YOUR WAY AND FACE FINES OR CAREER ENDING LICENSE REVOCATION. BUT WHAT IF YOU COULD HIRE A GUIDE WHO KNOWS THIS TERRAIN INSIDE AND OUT?**



## Affiliations

ILSA prepares and submits information required to affiliate your designated producer, essential to keeping your agency's license in effect.

## Public Affidavits

ILSA handles filing your Public Affidavits, which are legal notices advising states that your agency is authorized to conduct business.

## Texas Adjuster Licensing - Online

Rely on ILSA to obtain your Texas Adjuster License. The 40-hour pre-licensing course and Texas All-Lines Adjuster Exam are offered online. This license also enables you to obtain non-resident licenses in the many states that accept the Texas Letter of Certification.

## Acquiring Almost Any License

ILSA guides you through each state's stringent requirements, and processes your applications for:

- ▶ *Surplus Lines*
- ▶ *MGA*
- ▶ *TPA*
- ▶ *Adjuster*
- ▶ *Life/Health*
- ▶ *Purchasing Group*
- ▶ *Viatical Settlement*
- ▶ *Property/Casualty*
- ▶ *Limited Lines*

ILSA provides consultation services to assist you with licensing issues related to mergers, acquisitions and corporate name changes to name a few.





# INSURANCE LICENSING

## GUIDING YOUR EVERY FOOTSTEP

### ▶ SURPLUS LINES TAX FILINGS & REPORTING

ILSA's highly experienced surplus lines analysts understand each state's intricate and ever-changing tax filing requirements. They will help you avoid stiff penalties and late fines, assist you in computing the taxes on complex filing matters and completing all appropriate paperwork required by the state.

Since rolling out this unique service, we have completed over 30,000 filings and reported over \$1 billion in premiums. We have also completed over 10,000 reports, with more than \$40 million in taxes and fees paid to the states, consequently saving clients millions of dollars in penalties and fines.

Being enrolled in ILSA's initial licensing and renewal programs makes it even easier for our surplus lines tax filing team to have immediate access to the agency and designated producer's license information. Currently, ILSA can prepare surplus lines tax filings in all jurisdictions except MS & TX.

### ▶ NAVIGATING RENEWALS & COMPLIANCE

Regulatory compliance can often make or break a business. ILSA helps you stand tall in an era of increasing scrutiny, ensuring constant compliance while saving you significant time, money and frustration. Our professionals will design a compliance program that fits your bottom line goals and minimizes risk.

Once obtained, your license is kept current. ILSA provides 90, 60 and 30 day reminders prior to the renewal deadline. We automatically renew licenses electronically, or process paper applications as required.

**FOR OVER A DECADE, ILSA HAS ASSISTED THE FINANCIAL SERVICES & INSURANCE INDUSTRY BY RESOLVING LICENSING ISSUES OF ALL TYPES... WHILE SIMULTANEOUSLY SAVING CLIENTS MILLIONS OF DOLLARS IN PENALTIES AND FINES.**

### Continuing Education

Continuing education is a must to maintain your agent, broker, adjuster or producer license. Send your certificate of completion to ILSA and your CE record remains in our system to prove compliance. Access to your CE status is available on ILSA's Gateway 24/7. ILSA clients can obtain discounted rates for CE courses through our strategic partnership with a national online industry leading provider.

### Change of Name or Address

Failure to notify regulatory agencies of a change of name or address can result in huge fines and or penalties. ILSA helps you avoid these pitfalls by submitting proper documentation to regulatory agencies in a timely manner.

### Administrative Action Notices

Administrative Actions are triggered by a wide range of matters including DUIs and bankruptcies. There are strict reporting guidelines associated with administrative actions and ILSA handles it all to ensure your compliance.

### Bonds

ILSA can obtain new bonds from your surety department or bonding company. If you don't have one don't worry, ILSA has relationships with highly rated carriers that will write the bonds you need.

### Registered Agent Services

By utilizing our preferred registered agent services you will benefit from our substantial volume discount. We manage the transition from your current agent to ours at no cost to you. Annual invoicing for registered agent fees are prorated according to the initiation of the service.





# SERVICES OF AMERICA

## ILSA: THE KEY TO YOUR SURVIVAL

### ► TAXES: CAGING THE BEAST

For those states in which your agency holds a certificate of authority (corporate qualification); certain filings are required on an annual or biennial basis. Failure to file these reports in a timely manner can result in penalties and interest, loss of good standing and revocation of the client's certificate of authority to do business.

#### Extensions

ILSA files extensions with the Departments of Revenue to buy you time to file your Secretary of State corporate tax returns, thereby avoiding fines and penalties.

#### Withdrawing Corporate Qualification

If you no longer do business within a state, ILSA can prepare and submit withdrawals to the Secretary of State to retract your registration.

### ► ADDITIONAL SERVICES:

#### New Client Services

ILSA's New Client Services department researches your license history, double checks for address discrepancies and verifies all aspects of your license status to ensure that your project moves swiftly.

### Marketing and Client Relations

Every new project request we receive is given special attention by ILSA. Your Marketing and Client Relations Representative works as an advocate for you. They provide one on one

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LION'S SHARE OF YOUR  
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communication to clarify all facets of your upcoming project. They are your point of contact when you need to add new services or have a complicated licensing matter.

### ► DON'T JUST SURVIVE. THRIVE!

Why run scared through the licensing jungle when outsourcing your needs to Insurance Licensing Services of America, Inc. can reduce your anxiety and your fears? Our cutting edge technology, in-depth knowledge of the industry and strong relationships with regulators set ILSA apart.

Trust ILSA as your fearless guide for all your licensing & compliance challenges. We're familiar with every hazard ahead on the trail, so you can efficiently reach your goals.

Contact us at 254-729-8002 or visit [www.licensing4insurance.com](http://www.licensing4insurance.com) and we will help you get started.



**ILSA**  
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## INSURANCE LICENSING SERVICES OF AMERICA: GUIDED BY EXPERIENCE

There is no substitute for experience, and when it comes to “time in the field”, no one has more than ILSA. Under the guidance of Ted and Arleen Taveras, Insurance Licensing Services of America has grown from a vision of pioneering a new service within the insurance world, to THE LEADER of a burgeoning industry. Now, after many years of blazing trails, ILSA can confidently say they know how to handle every threat in the Licensing Jungle.



Arleen Taveras,  
Co-Founder  
President / CEO



Ted Taveras,  
Co-Founder  
President / COO

