



PRESS RELEASE

FROM THE ELECTRONICS REPRESENTATIVES ASSOCIATION

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Chicagoland-Wisconsin ERA Hosts Business Insurance Program

Chicagoland-Wisconsin ERA members gathered on April 7, 2017, for an educational business insurance program. The discussion was led by Byron Spencer, CEO of Norman-Spencer International.

Spencer discussed business insurance needs and his experiences in the field. He also gave a recap of "ERA RepProtect" - ERA's newest insurance resource for manufacturers' representatives.

The insurance program includes everything from commercial general liability to property, auto, cyber, workers' compensation, and unique to ERA, professional liability for the electronics representative whose client services include expert advice normally excluded under the general liability policy.

"Business insurance is a necessary consideration for all enterprises and there are some aspects of the rep model that may call for coverages unique to ERA. This chapter program provided some answers to help our member representatives make informed decisions," said Tom Trzeciak, president of the Chicagoland-Wisconsin ERA Chapter.

For more information, visit www.normanspencer.com/ERAREPProtect.

About ERA

The 82-year-old Electronics Representatives Association (ERA) is the international trade organization for professional field sales companies in the global electronics industries, manufacturers who go to market through representative firms and global distributors. It is the mission of ERA to support the professional field sales function through programs and activities that educate, inform and advocate for manufacturers' representatives, the principals they represent and the distributors who are reps' partners in local territories. ERA member representative firms (often called "reps") provide field sales services on an exclusive basis to manufacturers of related (but non-competing) products in a defined territory. For more information about ERA, visit era.org.

About Chicagoland-Wisconsin ERA

Chicagoland - Wisconsin ERA is a local resource for continuing education programs, networking opportunities, peer discussion groups and an array of services designed to help improve professionalism and profitability. For more information, visit www.chiwisera.com.