



**PIA is excited to announce ...**

### **[Winning@CyberSecurity Defense!](#)**

Winning@Cybersecurity Defense is a four-step comprehensive resource created to educate agents and their clients about the most common cyber dangers faced by small and mid-sized businesses as well as the business practices and insurance coverages that can reduce these risks. The program includes materials agents can share with their clients to help them understand their cyber exposure and the benefits of purchasing a cyber policy for their business.

#### **[Part 1: Cyber Risk from A to Z](#)**

Grow your knowledge of cyber risks and the issues they can cause. This section covers 7 risks and includes examples and quizzes to test your understanding.

#### **[Part 2: Cyber Risk Insurance Protection](#)**

Insurance is a big part of cyber risk. Learn about the various aspects of insurance: what it covers, how to sell it, what questions to ask your customers, and programs you can check out.

#### **[Part 3: Cyber Risk Assessment](#)**

One of the most important steps you can take is to assess your own agency's risk. This means looking at your operations and how you work with vendors. You can sign up for a custom assessment here to see where you have vulnerabilities.

#### **[Part 4: Cyber Resources for Your Agency](#)**

Check out a variety of tools and vendors to help you protect your agency and your customers. If you're just getting started, head to the beginner section. If you've been working on security, check out the advanced section.

For more information on Winning@CyberSecurityDefense and other member programs, please visit our website at [www.pianational.org](http://www.pianational.org).

**PIA of Virginia & D.C./North Carolina**

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