



Special points of interest:

- **Association of Wyoming Insurance Agents** Click here to see our new Facebook page and convention photos

To add your support to InsurPac & PIAPAC go to our web site www.awia.com and click on Advocacy for the contribution forms Any amount is appreciated. Let's show them Wyoming Agents want to be heard

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President's Report

Thank you for the honor of electing me as your president. I look forward to a productive year and working with the newly appointed Board of Directors. AWIA had the opportunity to accomplish some legislative items this past year and I am excited to see the organization taking a more active role in the laws that determine how we do business. We need to become more informed in the national, regional, state and local legislative processes that affect our industry. It may be as simple as donating to InsurPac or PIAPAC, or getting involved in the political campaigns and supporting the candidates who help our industry and protect our jobs.

- I have set some goals for myself, the Board and the membership.
- Open up communication with the Insurance Department and legislators



Nancy Stichert, CIC

- Share more information from the organization, the BIG I and PIA with the general membership
- Increase our budget so we can be self sustaining

- Coordinate with the Life & Health Association for issues we have in common.
- Provide more support to the Young (and everyone) agents and develop a mentorship program
- Make Continuing Education a desire to learn rather than an obligation

It is exciting to have the new commissioner, Mr. Tom Hirsig and his openness and willingness to work with the agents. Board members had the opportunity to visit with him personally after the Commissioners' breakfast. Some of the items discussed were:

(Continued on page 3)

PIA National Director's Report

Like everyone else in the insurance industry, PIA is diligently working to ascertain what the Supreme Court's ruling of PPACA aka Obama Care will mean to those of us in the trenches as agents, business owners and consumers. To see the latest information please go to www.pianet.com.

Can you believe that Congress actually

passed a five year flood insurance bill? The staff in the Alexandria, VA office had to be giving "high fives" after that momentous reauthorization. They have spent years working towards giving us and our customers a stable market.

The latest PIA product is Agoragate. Agoragate has designed a platform for agent's to

(Continued on page 2)



Liz Luce, ARM, AAI

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Tony Schebler, CIC

As I begin to write this report it becomes evident to me that having been elected to the position of SND in June, I have accomplished little. I am still getting things together such as getting on the proper mailing lists etc. However there will be a lot to do in the near future and I expect to be reporting a lot of hap-

IIABA NATIONAL DIRECTOR

penings in the insurance industry. Our industry is in evolution; like nothing that we have experienced our lives, being active in the insurance business will not be for the weak at heart. That being said, there will be a lot of opportunities for all of us in the future. If you are willing to adapt to the new customer; the rewards will be plentiful. I believe helping agents adapt is the role of the IIABA for agents, I look forward to my new position as part of that role, helping agents adapt to

the future. The CAP project is geared to helping agents compete in the new world of internet marketing and social media. If you haven't looked at what CAP is all about go to www.projectcap.com.



PIA National Director's Report

(Continued from page 1)

easily found online based on keyword searches, services we provide and IP addresses. In attending a workshop on the product, it looks to be unique in the marketplace and will simply ensure that potential clients are able to see your agency at the top of a "search"...well, under the paid advertisers, of course. Again, check out PIA's webpage for more information on how to get more hits on your website.

It's election time. Campaigns cost money,

lots of money. Please consider helping PIA endorse candidates who listen and understand our issues by giving a donation to PIA-PAC. Every person in every office needs to support the PAC because it is how we stay in business and are not run by some Federal Agency in DC. It's your chance to make your voice heard back in DC. Please consider giving \$25 or more to PIAPAC.

Finally, big kudos to our out-going President Darren Hart and work he did this past year especially on Certificates of

Insurance. New President Nancy Stichert has also worked closely on this issue and we can be assured she will continue the fight. We are blessed with not only excellent leadership in our officers but an amazing Executive Director in Susan Worthington. Don't you love living in Wyoming where the value of volunteerism and commitment to our customers lives in our actions every day?



President's Report

(Continued from page 1)

- Certificates of Insurance
- Ethics
- Surplus lines licensing
- Fellow Employee exclusion
- Surplus lines tax clearing house/NIMA
- Broker fees

If you have any experience or interest in participating in one of these issues, please let us know. In the past many of us have contacted the Department on the same issues. One of the values of our membership is that if you notify a Board Member of a concern, we can take it to the Department as a group. We present a stronger front and the Department doesn't need to respond to the same concern multiple times. Please

keep that in mind when you have an issue you wish to share.

The commissioner also had some Public Relations items he wants to promote this year.

- Newborn Care and the fact that many parents do not know the babies must be reported to the Insurance Carrier within 30 days of birth
- Weather Radios for rural insured's to have access to weather conditions. (A good project for us!)

I look forward to serving you this year and I am passionate about the success of this organization. Please share this information with your entire staff and educate them about what we do for you and them. My phone is always on, and I

look forward to more open communications. We need you to be involved, share ideas, monetary support and let's make this a successful year for all of our members.

I can't say enough about Past President Darren Hart and our Executive Director Susan Worthington. They worked diligently behind the scenes this year to give a new sense of purpose to AWIA.

Lastly, a word of thanks to our convention company sponsors. Please review their sponsorship and let them know how much we appreciate them.



MARK

ANDERSON

SAFECO FIELD



Executive Vice President's Report

They say time flies when you are having fun. Well, I must be having a great time, because this year is already half over. I hope you all had a great 4th of July celebration and if you missed this great clip of a 9 year old belting out the National Anthem, enjoy it now. [this clip](#)

We still have several CISR classes on the schedule and also some ethics classes as well as a Dynamics of Service class in Greybull. Go to our web site www.awia.com and click on the Education link. You can download registrations forms, complete them on your desktop and e-mail them to the AWIA of-

fice. You can also register online at our web site. I am out of the office a lot for the next month and will not have good mail service but if you fax, e-mail or register online, I will get your forms.

The Shrimp Bash is scheduled for January 21, 2013 and I hope you will mark your calendars and plan to join us in Cheyenne for this great event. For over 30 years AWIA and NAIFA-WY have joined forces to meet and greet our legislators each year during the legislative session. Your involvement helps. PIAPAC and InsurPac contributions are also a great way to make

your voice heard. Contribution forms are available on our web site under the Advocacy tab.

I want to again say THANK YOU! to our company Partners, Exhibitors and Affiliate Members. We could not do it without you.



AWIA Past President, Mark Anderson, throws out the First Pitch at Safeco Field

May 16, 2012

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GOOD AND FAITHFUL FRIEND

This article began as recognition of Gregg Jackson's AWIA "Agent of the Year" award and sadly has changed to a commentary on the contributions Gregg has made throughout the years as we mourn his loss to our industry and insurance family. Laramie Investment Co. was founded in 1943 by Gregg's father E.G. "Ed" Jackson and Gregg joined the agency in 1962. Fifty years later, we recognize the irreplaceable presence Gregg has been during that time. Gregg served as IIAW President in 1979 and was recognized as AWIA's Industry Person of the Year in 2004. He represented Wyoming from 2006-2012 as our IIABA National Director, following in his father's footsteps. (E. G. Jackson served in the same position from 1962-1967.) Most recently he was chosen AWIA's 2012 Agent of the Year.

Gregg began our annual fishing event and has served as chairman since its inception. Anyone who has attended our annual convention will never forget the great fishing awards. The gifts were chosen each year by Gregg and the commentary that went with each presentation was priceless. The "Ed Jackson

Memorial-That's a Bright Idea Award" although not a coveted award was given tongue in cheek each year and always included a Gregg Jackson "bear hug".

Understandably we have heard from Insurance family and friends as they learned of Gregg's passing.

"I remember meeting Gregg at Randy Blaine's convention in Gillette back in 1985. Instantly, that big bear of a man made me feel welcome. You always knew where you stood with him. He didn't mince words. But Gregg was open minded and would listen to both sides of any issue. It seems impossible to think of him not being a part of our insurance community. We have lost a good man." Liz Luce

"My deepest and sincerest sympathy. This industry lost a great ambassador and we have lost a very dear and cherished friend. He will be missed. He was truly 'a good man'. "Randy Lanoix (IIABA Executive Committee Member)

"Gregg was President of the Association when I attended my first convention. He has been a great friend throughout the years and will be sorely

missed." Vic Worthington.

"What a tragedy and loss. He was a great man. His family will be in my prayers." Bob Rushbult (IIABA CEO)



AWIA 2012 AGENT OF THE YEAR

GREGG JACKSON

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IIABA National Director Tony Schebler, CIC (Julie) Willis of Wyoming PO Box 2680 Mills, WY 82644 tony.schebler@willis.com	266-6568
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Chris Shelledy Wyoming Financial Insurance, Inc. 542 Running W Drive Gillette, WY 82718 cshelledy@wercs.com	686-0313
Max Carre', CISR (Yvette) Burns Insurance Agency, Inc. 237 Storey Blvd. Ste. 200 Cheyenne, WY 82009 maxc@burnssia.com	634-5757
Ex-Officio Darren Hart, CIC, LUTCF (Joleen) BW Insurance Agency, Inc. PO Box 819 Gillette, WY 82717 darren.hart@bankofthewest.com	682-9397

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Case, Ruth Consumer Affairs Specialist	777-7402
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Colarusso, Dawn Agent Licensing	777-7319
Feurt, D'Anna Policy & Planning Analyst P&C	777-7336
Fiechtner, Cheryl Business Office Coordinator	777-6887
Higgins, Tammy Accountant	777-7318
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Numbers**

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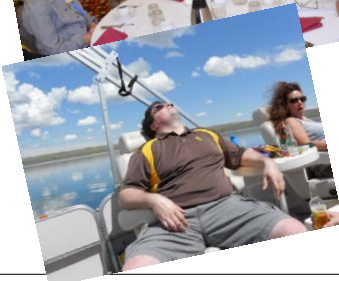
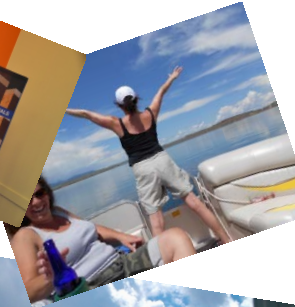
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Carrie Little, Colorado Casualty, recognized as AWIA’s 2012 Industry Person of the Year during the Annual Convention and Trade Show June 12 and 13, 2012.



**Michael Kersgard,
CIC,CLU**

For more convention photos visit our Facebook page [Association of Wyoming Insurance Agents](#)

CIC and CISR in Wyoming

Michael Kersgard, CIC, CLU recognized 2 new CICs, 10 new CISRs, 1 new CSRSM and 1 new CRM at the annual conferment luncheon during the AWIA Convention and Trade Show. This year’s event was held at the Holiday Inn in Sheridan on June 13, 2012. Mr. Kersgard praised the dedication of the conferees in pursuing the designations.

The National Alliance sponsors two CIC Institutes each year in Casper, WY. The 2012 Fall Agency Management Institute will be held

October 3-5. In 2013 the Spring Commercial Property Institute is June 5-7 and the Fall Life and Health Institute is October 2-4. You can register online at www.scic.com.

AWIA sponsors the CISR program in WY and will offer 14 classes in 2012 and 14 classes in 2013. These classes are made possible by the participation of our members and your continued support is appreciated. The schedule for 2012 is available on our web site www.awia.com If you have any questions about CIC or

CISR, please contact the AWIA office, awia@vcn.com

NEW CONFEREES

- Ms. Jennifer L. Huffman, CIC
- Mr. Brad A. Milley, CIC
- Ms. Chalis Marie Ehlenburg, CISR
- Ms. Tina Marie Fox, CISR
- Ms. Sandra Marie Hahn, CISR
- Ms. Terri L. Lindholm, CISR
- Ms. Allison Mader, CISR
- Ms. Annette Nelson, CISR
- Ms. Andrea C. Robinson, CISR
- Ms. Jennifer Schroefel, CISR
- Ms. Rachael S. Trank, CISR
- Ms. Karla Kay Wright, CISR
- Mr. James Rittmueller, CRM
- Ms. Rhonda Smith, CSRSM





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- Various policy credit opportunities

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For more information, please contact Claudia Bartlett at (406) 443-7810 ext. 105 or cbartlett@iiamt.org

[E&O Loss Control Announcement](#)
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The Fireman's Fund policy offers broad coverage tailored to insurance agencies. Fireman's Fund is currently rated A XV by AM Best and is the second largest provider of Agency E&O in the country.

TARGET MARKET & ELIGIBILITY

The target market for this program are agencies and/or brokers with gross revenues of \$3,000,000 or less, a staff size of less than 30 employees, and that have been in business for at least three years. The primary revenue source for these agencies will include traditional property and casualty sales, but may include ancillary income from Accident & Health, Life, Annuity and other financial products including securities. Coverage will not be provided for real estate activities associated with these P&C agen-

cies.

Eligible Risks

- Coverage for agencies where the primary source of their revenue is from traditional property and casualty sales.
- Majority of business placed in standard markets
- Minimum of 3 years in business under the current ownership or evidence of adequate licensed experience for the principal of the firm.

Favorable claims experience

Ineligible Risks

- Any Agency that does not derive a minimum of 60% of their revenues from the sale and/or servicing of Property and Casualty Insurance Products.
- Any Agency acting as a real estate agent or broker, property manager or mortgage broker and does NOT carry separate E&O coverage for these activities.
- Any Agency with revenue generated from the sales or administration of structured settlement annuities.
- Any Agency that operates as a Third Party Claims Administrator (Claims TPA) for other than workers compensation plan.

Any Agency involved in the marketing, sales or servicing of Alternative Risk Transfer Arrangements, Captive Plans or Arrangements, Risk Retention Groups, or Risk Purchasing Groups

COVERAGE HIGHLIGHTS & AVAILABILITY

Coverage Highlights

- A rated carrier
- Specialized experience in claims settlement
- Coverage for the sale of both P&C and L&H available
- Admitted carrier
- Broad definition of covered professional services and activities
- Available first dollar defense
- Provides coverage for services provided to Controlled, Owned, Related, and/or Managed entities
- Policy limits available up to \$10,000,000
- Deductibles with aggregates

Full prior acts available

For more information, please contact Claudia Bartlett at (406) 443-7810 ext. 105 or cbartlett@iiamt.org

[To Learn more about E&O Click Here](#)
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VRC Facts

Active ingredients:

- Commercial and personal risk assessment tools (Exposure identification surveys and coverage checklists)
- Coverage reference resources and proposal tools (PF&M, ACORD forms, insurance glossary)
- Marketing and prospecting tools (Client letter templates and web site content)

Use:

Use liberally for relief of lethargic agency sales and lack of producer confidence.

Dosage:

Subscribe annually (or get four years for the price of three). Available online 24/7.

Side effects:

- Dizzying improvement in knowledge and professionalism of agency staff.
- Inoculation against E&O claims from failing to offer proper coverage or identify customer exposure.
- Rejuvenated content to market your agency's services.

Warning: Prolonged exposure to VRC will result in agency success.

*Available for purchase exclusively to Big "I" members
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