



**Special points of interest:**

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

To add your support to InsurPac & PIAPAC go to our web site [www.awia.com](http://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

**Inside This Issue**

IIABA ND Report	2
EVP Report	3
Board and Insurance Dept	8
2013 Partners	2 & 10
Convention Photos	11
Affiliate Members	12
CIC,CISR,CRM,CSRM Conferment	3 & 15
E&O Info	15 & 16
PAC contribution forms	21 & 22

**President's Report**

Did you make the 2013 June Convention? We had a great response of agents, company personnel, and company support. A HUGE "Thank you" to Nancy, Susan, and Vic for this great event. Please take the time to contact and thank all of the companies that supported our convention. It goes without saying that without these supportive companies we would not be able to have our annual conventions. Nancy has done a great job during her term of presidency, as well as bringing some exciting ideas for the board to build on and to cultivate. The

current board has a lot of work in front of it, and we are still actively pursuing



**Cheri Krieter, CIC, CISR, CPIW**

the legislation on the certificates of insurance. Congratulations to Max Carre nominated for

and awarded the Agent of the Year. Max has shown that there is so much more to being an insurance agent than just the selling of insurance. The Insurance Industry is a giving of yourself as well.

Also I don't think there was a dry eye in the place when the Industry Person of the Year was awarded to Art McDermott. Even though Art has passed, he was a great educator, supporter of the industry and inspiration to all that met him. Art will truly be missed.

Gregg Jackson will also be missed by all.

*(Continued on page 3)*

**PIA National Director's Report**

I wish everyone could close their doors and bring all of their staff to one of our conventions. Susan does an amazing job, doesn't she? And we have the best company people, too. Big kudos to Nancy for a job well done this past year as President and all the work she's done with

our new Insurance Commissioner and his office.

PIA has been busy trying to stay ahead of the Affordable Care Act. With all the changes, it's a mad scramble. The MLR continues to be an issue and PIA is fighting to keep agent compensa-

*(Continued on page 2)*



**Liz Luce, ARM. AAI**

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Tony Schebler, CIC

There are many exciting things that I am happy to report on in my July report to our members, it all revolves around the Legislative Conference and Board of Directors meeting held in Washington, DC on April 17-20.

Nancy Stichert and I met with Senator Barasso and Congressman Lummis. Senator Enzi was on Senate floor that day, so we met with his staff. In all three meeting we were able to address the areas of concern that we have as agents:

1. Agent Licensing Reform

IIABA NATIONAL DIRECTOR

(asking support for NARAB II)

2. Terrorism Insurance support.
3. Taxes (we urged that individual tax rates be addressed along with corporate rates) as many agencies are taxed on individual rates.
4. Crop Insurance, we want farmers to be able to purchase adequate insurance on their farms, in addition we want agents to be paid a fair commission for their work in arranging the insurance.

I believe that we made a difference during our meetings on the hill, when you are from Wyoming you really do have access to your representatives in Washington and they really want to hear what you have to say.

With regard to the Directors meeting I am proud to report that our national staff is doing a great job running our organization. Key items dis-

cussed were the following: Project CAP was supposed to be launched in June and it was in fact launched as scheduled on June 30th, money was appropriated to bring our association magazine into the modern age, in the future it will be available in both electronic format as well as print as it has always been. Our staff in Washington in constantly monitoring what is going on in Washington on matters that may affect us.

Finally as I always do, I ask all members that have not made a contribution to INSUR-PAC to please consider making a contribution, the IIABA is our voice to our leaders and this voice comes with a large cost, please, please contribute something for your future.



PIA National Director's Report

(Continued from page 1)

tion. Then there is the whole issue of the Navigators... Much the same concerns as our Insurance Dept. has.

The Farm Bill may seem a distant issue for those of us who write no crop/all peril insurance and few farm/ranch business. But, as my good friend from North Dakota Dan Weber says, "If you eat, this affects you." Once the government whittles away at

the agent compensation for this product, can flood and other lines be far behind? We all know that writing coverage through a government program is a big pain requiring a different skill set and mind set.

Now, more than ever, it is vital to give to PIAPAC. Your funds help ensure that staff is able to be at functions where critical lawmakers will also be attendance. It's not enough to just monetarily support legis-

lators who understand our causes, events in DC happen daily and they cost money. We need to have an opportunity to bend the ear of those in power and giving to the PAC is an excellent use of funds. Please, please consider giving. If everyone in our industry gave \$10 to PIAPAC and \$10 to InsurPac, can you imagine the difference we could make?



**President's Report**

*(Continued from page 1)*

Gregg took so much pride in supporting the Fishing, there was no way anybody could fill his shoes. The Gregg Jackson Memorial Fishing Event was a great way to remember Gregg and enjoy time with agents and company people.

If you were unable to attend, you missed out on some great continuing education that was provided at this convention. Thank you to those people that took the time out of their busy work schedules to present these very informative and helpful classes.

Chad Craig put together another great casino night for the Young

Agents. I would like to encourage the Young Agents to get involved, both politically and in the communities, ask questions, step in and grow. Do not let a title limit your horizon. There are so many opportunities for growth in this industry.

Our Political Action Committees (PACs) work very hard in support of our industry, our jobs, and protection of the public. It is very important for all of us to take the time and contribute to InsurPac (Big I) and/or PIAPAC. The contribution forms are available on the AWIA web site under Advocacy. You can also contact me for a copy of the InsurPac

contribution form or Liz Luce for the PIA Pac contribution form. (Editor's note: forms are also available in this newsletter.)

I look forward to serving you and our association as the President this year. If you have any questions or concerns, please do not hesitate to contact me.



**BREAKING NEWS**

PIA just signed an agreement to allow PIA affiliates to access the agents errors and omissions (E&O) insurance program of Liberty International, a member of Liberty Mutual Group, for prospects that qualify.

Watch for additional information as the program is fully implemented.

NEW CISRs recognized at the  
AWIA  
Annual Convention  
Chuck Hembree, CIC, CRM  
congratulates the new CISRs



**Jan Blare, CISR**

**Executive Vice President's Report**

Thank you to everyone who helped make this year's convention a success. Special thanks to Sherri Wilkinson who ramrodded the fishing event and provided all of the supplies for Casino night. Also thanks to the fisherman who pitched in when Vic couldn't attend. Company Partners, Exhibitors and everyone who attended are a big part of a quality event. Please thank your Company Partners for their support. The Identify Theft and Ethics Workshop were very good and we all learned a lot. David Helms made both classes interesting.

Membership renewals have gone out. AWIA membership includes membership in PIA National and the Independent Insurance Agents and Brokers.

Both of these great organizations lobby everyday for the insurance industry. Be sure to log on to their web sites to learn more about each organization. You can access them by going to our web site [www.awia.com](http://www.awia.com) and clicking on the PIA logo and the Trusted Choice logo.

AWIA recently partnered with eEndorsements to give you an opportunity to promote your business and the service you provide through 3<sup>rd</sup> party verified reviews. Check out page 5 of the newsletter for more information.

EDUCATION: There are several more CISR classes and ethics classes scheduled during August, September and October. Log on to our web site to register or download the

schedules. If you need any information, please contact the AWIA office. There will be a Flood Webinar on August 27 and 28. If someone in your office needs flood training, you can register on our web site.



**Michelle Skinner, CISR**

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**Important  
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Case, Ruth .....	777-7402 Consumer Affairs Specialist
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Colarusso, Dawn .....	777-7319 Agent Licensing
Feurt, D'Anna.....	777-7336 Policy & Planning Analyst P&C
Fiechtner, Cheryl.....	777-6887 Business Office Coordinator
Higgins, Tammy.....	777-7318 Accountant
Hirsig, Tom.....	777-7401 Insurance Commissioner tom.hirsig@wyo.gov
Johnson, Linda L.....	777-5619 Chief Financial Examiner
McGee, Stephanie Bryant.....	777-7401 Deputy Insurance Commissioner
Misener, Justin.....	777-7319 Licensing Administrator
Melvin, Doug .....	777-6897 Financial Examiner
Mitchell, Jim .....	777-6889 Attorney
Olsen, Nancy.....	777-7402 Consumer Affairs Specialist
Patch, Brenda .....	777-2447 Senior Policy and Planning Analyst-Health
Schildmeier, Todd .....	777-7402 Consumer Affairs Specialist
Stewart, Donna .....	777-7308 Policy & Planning Analyst
Weiss, Amy.....	777-7402 Office Assistant
Wilhelm, Dee.....	777-6916 Legal Assistant
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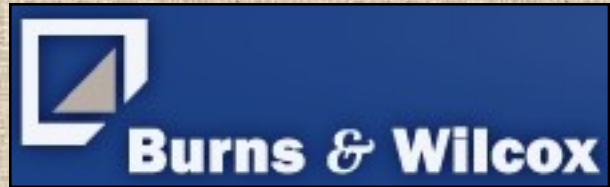
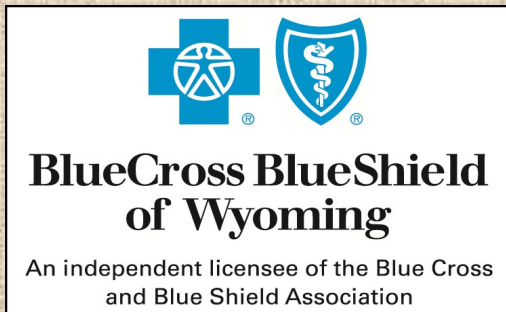
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## The Local Agents Serving Main Street America<sup>SM</sup> Story

**Local Agents.** That’s what PIA members are. Professional Insurance Agents who are members of their communities. But PIA members are more. PIA members are friends who help their neighbors protect what they value most: their homes, their automobiles, their businesses, their assets—their very way of life.

PIA members provide their neighbors with personal support and service, plus a choice of insurance products to meet their needs. Not from just one company, but from many quality insurance companies that support America’s independent agency distribution system.

**Serving Main Street America.** Main Street is more than a location. It’s an attitude. It’s where PIA members do business. Main Street is where our heart is, and it’s where our customers want to do business. Why?

Because people prefer to deal with someone they know and trust when it comes to protecting what they have worked so hard to achieve.

**The opportunity.** PIA is an association that’s dedicated to providing unlimited opportunities for its members. That’s the way it’s been since 1931.

PIA members are already well-known in their communities. After all, they are local agents. PIA members are sponsors of the local Little League team, volunteer fundraisers for a host of local charities and active members in many local civic organizations. When there’s a crisis, PIA members help their neighbors. When there’s a need, PIA members are there. And people know that when they need help to insure their home, their autos, their businesses — their way of life — it’s best to go to someone they already know and already trust: their neighborhood Professional Insurance Agent.

**A new brand, not a new identity.** The PIA Branding Program does not attempt to create a new identity for PIA members. PIA agents don’t need a new identity. They already have one. Their customers know who they are. They are Professional Insurance Agents. They’re local and they care.

The PIA Branding Program, *Local Agents Serving Main Street America<sup>SM</sup>*, simply extends the reach of that already-established identity with marketing materials that highlight what Professional Insurance Agents bring to the table. The goal? To attract new customers. To write more business. To make more money and increase market share for PIA agencies and their carrier partners. To ensure that the independent agency distribution system continues to prosper, now and in the future.

*"Local Agents Serving Main Street America"<sup>SM</sup> collectively describes the membership of the National Association of Professional Insurance Agents and its affiliate associations. It is not part of the brand or trademark, is not intended to speak for, and should not be confused with The Main Street America Group, also known as MSA Group, or its subsidiary companies. The MSA Group and its subsidiaries have offered insurance exclusively through independent insurance agents since 1923.*



**Chuck Hembree**  
CIC, CRM

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

## CIC and CISR in Wyoming


Each year during our annual convention, we are pleased to recognize new recipients of CIC, CISR, CRM and CSRSM designations. This year we were joined by Chuck Hembree, CIC, CRM. Chuck is President of Clark -Lami-Hembree Insurance in St. Louis, MO. Deeply committed to insurance education, Chuck is a National Faculty member for the CISR program and writes and presents William T. Hold advance lecture series as a part of the CISR program. Chuck encouraged the participants and desig-

nees to continue their pursuit of excellence in education. We never stop learning and the National Alliance programs give us access to quality programs. This year we recognized:

- Stephen Dodson, CIC-Wyoming Financial Insurance-Riverton
- Jan Marie Blare, CISR-BW Insurance Agency-Gillette
- Michelle Ann Skinner, CISR-Willis of WY-Mills
- Mario Lopez, CRM-Blue Cross Blue Shield of WY-Cheyenne

- Jackie Michelle McDonald, CRM-Casper
- Matt Hendrickson, CSRSM-University of WY-Laramie

Each of these designees is congratulated on their commitment to insurance education.





For over 25 years, the Big "I" Professional Liability Program underwritten by Westport Insurance Corporation (rated "Excellent" by A.M. Best) has been the premiere choice of IIABA member agents for insurance agents and brokers

E&O insurance. Why? Because our program is a trusted source for the most comprehensive coverage in the marketplace.

**Key features of this program include:**

- Claims made for with full prior acts available
- Broad definition of professional services and who is a named insured
- Available first dollar defense
- Defense costs in addition to the limits of liability
- Aggregate limits and deductibles
- True world wide protection
- Liberal extended reporting periods
- Coverage for advertising activities including libel and slander
- Various policy credit opportunities

Why Big "I" E&O? Because not only does the program's exclusive policy form provide market-leading coverage benefits, such as advertising activities and contractual liability, but a comprehensive loss prevention seminar is also available to help you avoid claims and to improve business processes.

The Westport policy form contains exclusive enhancements that are available only to members that write their E&O through Big "I" Professional Liability Program.

For more information, please contact Becky Laroque at (406) 443-7810 ext. 105 or [blaroque@iiamt.org](mailto:blaroque@iiamt.org)

**[E&O Loss Control Announcement](#)**

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

**[E&O Tips Regarding Certificates](#)**

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 agencies.



**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 Becky LaRoque at (406) 443-7810 ext. 105 or [blaroque@iiamt.org](mailto:blaroque@iiamt.org)

**[To Learn more about E&O Click Here](#)**  
**[E&O Tips Regarding Certificates](#)**

## **InsurPac 2013**

**Karen Ackerman, ADI Insurance Agency, LLC**  
**Joanna Akers, First State Insurance, Member of Burns Insurance**  
**Mark Anderson, Burns Insurance Agency**  
**Charles Gulley, BW Insurance Agency**  
**Darren Hart, BW Insurance Agency**  
**Kory Hill, BW Insurance Agency**  
**Craig Jones, North Wyoming Insurance**  
**Cheri Krieter, BW Insurance Agency– WY InsurPac Chair**  
**Bob McIntyre-Burns Insurance Agency**  
**Tim Moss, HUB International**  
**Tony Schebler, Willis of WY**  
**Rhonda Smith, North Wyoming Insurance**  
**Susan Worthington, AWIA**  
**Cec Zebre, HUB International**

## **PIAPAC 2013**

**Cheri Krieter, BW Insurance Agency**  
**Liz Luce, Rocky Mountain Capital-WY and National PIAPAC Chair**  
**Sherri Wilkinson, Rams Head Financial Corp.**  
**Susan Worthington, AWIA**

**go to [www.awia.com](http://www.awia.com) and click on Advocacy for contribution forms or scroll down to the last 2 pages of this newsletter to print forms**



*Raffle!*

## HP ENVY CONVERTIBLE LAPTOP

- 11.6" Touch-Screen Laptop/ Tablet
- 2GB Memory - 64GB Solid State Drive
- 2-cell lithium-ion polymer battery
- Remove keyboard to transform into a tablet



## \$250 GOLFSMITH GIFT CARD

- Golf Clubs from TaylorMade, Callaway, Nike, Titleist, and more
- Top Rated Drivers
- Golf Bags
- Golf Apparel & Shoes



## ROKU 3 & HULU/NETFLIX BUNDLE

*Your choice of one year subscription to Netflix or Hulu*

- Faster and more powerful with extended-range
- Remote with headphone jack
- Stream 750+ channels directly to your TV
- One-stop search, find your favorites from one place



**DRAWING ON SUNDAY, SEPTEMBER 22, 2013. WINNERS DO NOT NEED TO BE PRESENT.**



1 ticket = \$20  
 3 tickets = \$50  
 8 tickets = \$100  
 25 tickets = \$250

All proceeds benefit the Professional Insurance Agents Political Action Committee. Contact Julia Domagalski at [juliado@pianet.org](mailto:juliado@pianet.org) to purchase tickets and for additional information.

All donations are appreciated and needed. However, donations drawn on personal bank accounts and on the accounts of sole proprietorships and partnerships offer PIAPAC the best means to support candidates directly according to federal election laws. Corporate contributions may be used for administrative purposes.

Contributions to PIAPAC are not deductible as charitable contributions for federal income tax purposes. Contributors are free to donate more or less than the amounts suggested above. All contributions are voluntary; individuals may decline to contribute without fear of reprisal. Contributions are not permitted from non-PIA members. Any contributions from non-PIA members will be returned. The FEC requires PIAPAC to disclose the name, address, occupation, and employer of contributions whose calendar year aggregate donations exceed \$200.

# SLUGGISH SALES? HIGH E&O EXPOSURE?

## WE PRESCRIBE THE BIG I ADVANTAGE<sup>®</sup> VIRTUAL RISK CONSULTANT



Annual  
subscriptions  
start at  
\$250!

### 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  
over the counter at [www.iiaba.net/VRC](http://www.iiaba.net/VRC).*

 **Big I Advantage<sup>®</sup>**  
**Virtual Risk Consultant**  
Powered by Rough Notes

 **BIG I ADVANTAGE<sup>®</sup>**

**\*\*\*Yes, I want to support PIAPAC today!\*\*\***

**National Association of Professional Insurance Agents  
Political Action Committee Contribution Form**

Name: \_\_\_\_\_

Agency: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

- Enclosed is my **one-time / semi-annual / quarterly** contribution in the amount of:

*circle one*

- |   |  |  |
|---|--|--|
| <input type="checkbox"/> \$5000, President's Platinum | <input type="checkbox"/> \$3500+, President's Gold | <input type="checkbox"/> \$2500+, President's Silver |
| <input type="checkbox"/> \$1000+, President's Circle  | <input type="checkbox"/> \$500+, Chairman's Caucus | <input type="checkbox"/> \$250+, Leadership Circle   |
| <input type="checkbox"/> \$100+, Century Club         | <input type="checkbox"/> \$_____, Other            |  |

- Enclosed is my contribution pledge in the amount of:

- |  |  |
|--|--|
| <input type="checkbox"/> \$416.67/month (President's Platinum, \$5000) | <input type="checkbox"/> \$291.67/month (President's Gold, \$3500+)  |
| <input type="checkbox"/> \$208.34/month (President's Silver, \$2500+)  | <input type="checkbox"/> \$83.34/month (President's Circle, \$1000+) |
| <input type="checkbox"/> \$41.67/month (Chairman's Caucus, \$500+)     | <input type="checkbox"/> \$_____, Other                              |

\*Installment contributions will continue until notification is given to PIAPAC to discontinue the automatic charges\*

- I've enclosed my **personal/ sole proprietorship/ partnership/ corporate\*** check made payable to "PIAPAC"

*circle one*

- Please charge my:

Visa                       MasterCard                       American Express

My Card is:             Personal Card, Sole Proprietorship, or Partnership

Corporate\*

Name As It Appears On Card: \_\_\_\_\_

Credit Card Number: \_\_\_\_\_ Expiration Date: \_\_\_\_\_

Amount \$ \_\_\_\_\_ per Month/ Quarter/ Semi-annual/ One-time

*circle one*

Signature: \_\_\_\_\_

**Please note that contributions over \$200 (\$16/month) require the following information per federal election law:**

Occupation: \_\_\_\_\_

Place of Business: \_\_\_\_\_

\*All donations are appreciated and needed. However, donations drawn on personal bank accounts and on the accounts of sole proprietorships and partnerships offer PIAPAC the best means to support candidates directly according to federal election laws. Corporate contributions may be used for administrative purposes.

Contributions to PIAPAC are not tax deductible as charitable contributions for federal income tax purposes. Contributors are free to donate more or less than the amounts suggested above. All contributions are voluntary; individuals may decline to contribute without fear of reprisal. Contributions are not permitted from non-PIA members. Any contribution from non-PIA members will be returned. The FEC requires PIAPAC to disclose the name, address, occupation, and employer of contributors whose calendar year aggregate donations exceed \$200.

**Return completed form to: PIAPAC, 400 North Washington Street, Alexandria, Virginia 22314**

**FAX: 703-836-1279**

*Questions? Call 703-836-9340*

GenConWeb



Independent Insurance Agents & Brokers of America, Inc.

412 First Street, SE, Suite 300 • Washington, DC 20003

202.863.7000 • F:202.863.7015 • InsurPac@IIABA.net

Name: \_\_\_\_\_ Title/Occupation: \_\_\_\_\_

Business Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Email: \_\_\_\_\_ Phone: \_\_\_\_\_

Suggested Contribution: \$

I am a Young Agent

**One-Time Payment (Check or Credit Card)**

- \$3,000 Millennium Club     \$1,000 Centennial Club     \$250 Pioneer Club     \$100 Young Agent  
 \$2,500 Platinum Club     \$500 Gold Club     \$170 Founders Club     \$\_\_\_\_\_ (Other)

OR

**Monthly Payments (credit card withdrawal on the 15th of each month)**

- Start Month: \_\_\_\_/\_\_\_\_/2012     \$250 Month     \$30 Month     \$10 Month  
End Month: \_\_\_\_/\_\_\_\_/\_\_\_\_     \$100 Month     \$25 Month     \$\_\_\_\_ Month

**Personal Check (payable to "InsurPac")**

Credit Card:  American Express     VISA     Mastercard

Card Number: \_\_\_\_\_ Exp. Date: \_\_\_\_/\_\_\_\_/\_\_\_\_

\*\*\*\*All forms of payment must be by personal check, credit card or non-incorporated agency check.

Authorized Signature: \_\_\_\_\_ Date: \_\_\_\_/\_\_\_\_/\_\_\_\_

Contributions or gifts to InsurPac are not deductible as charitable contributions for purposes of federal income tax. Federal law requires us to use our best efforts to collect and report the name, mailing address, occupation and employer for each individual whose contributions aggregate in excess of \$200 in a calendar year. Your contribution should be considered strictly voluntary.