



Special points of interest:

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

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President's Report

I want to start with a shout out our Lobbyist, Mary Lynne Shickich for her diligent representation of our association and keeping us up to date on all that went on this year in the legislature. I know you have all seen her reports. Rather than try to recap the legislative activity this year I will direct you to those updates. As a board we will be discussing ways we can continue to bring you not only detailed bill information, but we are trying to put together a short class for convention explaining the legislative process. Hopefully, we can generate a brief hand-out for those who cannot make it to convention for reference during upcoming sessions.

That being said, I would like to address how the board handles the Associations response to specific bills as they come about during a legislative session. First, we try provide as much detail on bills as they are introduced



Bob McIntyre, CIC

either through the bill review before the shrimp bash or by the legislative updates we get on a weekly basis. We are looking for more avenues to

keep the details of the bill available to you for quick review. As bills are introduced and proceed through the process, your elected board tries to determine if a particular bill is helpful or a hindrance to the agency force in Wyoming. Most times it is fairly cut and dried as in our support for the certificates or insurance bill in the 2014 session.

However, some bills are not as easy to determine effect on agencies OR they are controversial in nature for our members personally. Case in point: HB 11 or the Wyoming Repeal Gun Free Zones Act. Due to the short time available to make decisions

(Continued on page 4)

PIA National Director's Report

I'll be headed to PIA's Federal Legislative Conference on March 24th and have meetings with our legislators on Wednesday and Thursday. We are so lucky to have three accessible and easy to talk to people representing us. Please contact me if you have a message you'd like me to carry on your behalf.

The President's Advisory Board will have a full agenda discussing our changing world as we look down the road to sales, mergers and entrepreneurship. I'll be sitting in as much as possible while also attending the Finance meeting, Membership and PIAPAC as well as our Board meeting.

(Continued on page 2)



Liz Luce, ARM. AAI

PIA National Director's Report

(Continued from page 1)

I'm going to share some of the news articles straight from PIA:

Nationwide consumer research conducted by PIA has consistently shown that professional insurance agents have what insurance customers are looking for: expert advice and counsel, personalized attention and interaction, the ability to offer comprehensive protection to meet individual needs and excellent "relationship-based" customer service. The PIA Partnership will soon be releasing data from a new study on commercial lines that that surveyed consumers. Again, consumers agreed that while the internet is a great tool, they value the role of an independent agent.

Priorities for PIA:

Healthcare Reform: *PIA supports the critical role that independent agents play in the sale and servicing of health insurance and is committed to fighting for agent compensation and ensuring only licensed agents can sell or provide advice on insurance to consumers.*

Promoting Small Businesses & Tax Reform: *PIA supports a clear and simple tax code, reducing individual and corporate income tax rates*

for small businesses, and opposes tax provisions or regulations that impede small business growth.

Protecting State Insurance

Regulation: *PIA supports a modernized state-based insurance system and opposes any federal regulation or international standards that would destabilize or supplant state-based regulations.*

Safeguarding Important

P&C Programs: *PIA supports the vital role that independent agents play in the delivery of federal insurance and reinsurance programs, including the federal Crop Insurance, Flood Insurance, and Terrorism Risk Insurance programs*

Agent Licensing Uniformity:

PIA supports increasing uniformity and reciprocity for producer licensing through state insurance departments, and as necessary, through targeted federal legislation.

One last plug for PIAPAC, during an off year, your donation is

more important than ever. It helps ensure that staff attends functions at which key legislators and aides are present so that our concerns continue to be heard. If every member sent only \$10, what a difference it would make.



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Tony Schebler, CIC

I attended the IIABA Directors Meeting in January and I came away thinking that it was an informative meeting and I would like to convey what I feel were the important topics of conversation. Financially the IIABA is a strong association. However; we need to stay on our game and pay attention to what is going on around us. 2014 financials were discussed as well as financial year 2015. The Board voted to keep the dues formula unchanged in FY 2016.

The Big I through its Governmental Affairs Committee and staff had major successes in promoting the passage of TRIA and NARAB II. I do not think many agents

IIABA NATIONAL DIRECTOR

realized how close we were to having Terrorism coverage either dropped or offered only at highly inflated prices. Although this may not have had a dramatic effect on Wyoming agents, it sure would have had a disastrous effect on the agents in heavily populated areas, such as New York, LA and even Denver.

CEO Bob Rusbuldt discussed the changing state of the insurance marketplace. The entry of Google into the insurance market was a game changer. More directs are entering into the commercial lines marketplace and IIABA is working to combat this. The Big I and TrustedChoice.com are following these developments. In addition, an area that most often goes unmentioned was discussed; Big I company advocacy. The Big I and its Office of General Council continue to review and advise on agency-company contracts and work to protect agents interest

in contractual issues, such as ownership of expirations.

Work also continues on the Strategic Plan. This is a big undertaking that has required the collection of a large amount of data on topics such as Aggregators, Big I Markets, Communication of information to members and Talent Recruitment & Development, more information will be made available at future meetings.

I would like to conclude my report as I often do. Please support the Big I Insur-Pac again this year, our donations to this Pac will help protect the interests of all of our businesses from those who want to erode the valuable services that we provide to the people in our communities.



SHRIMP BASH 2015



President's Report

(Continued from page 1)

on bills, we have to rely on the board representation of the association as it is not feasible to conduct surveys of the entire membership on short notice. This particular bill as it progressed was discussed by the board at length. Needless to say, there were many varied opinions not only personally, but from the business perspective. We heard that some carriers covering school districts might withdraw if the bill passed, while others said their carrier was not concerned about the bill. But the personal aspect of Freedom to Bear Arms, even on school grounds, can be such a charged issue that in absence of an overwhelming business reason to oppose this bill the board decided to

take a neutral/monitor only stance. Meaning, we would watch it, but not instruct our lobbyist to intervene nor for us to provide testimony at any hearings on the bill.

In non-legislative news, if you were unaware, Google has started a test program in California where they are teaming up with carriers to offer a 'comparison shopping' situation for insurance. On the surface it seems like just another way for carriers to go direct and cut out the independent local agent. At a deeper look, it really could be a game changer for independent agencies in personal lines. Independent agents are known for their ability to search multiple options and provide the best deal to our customers. But Google wants

consumers to have the option to do that themselves. Now, I am NOT crying the 'Sky is Falling' but we would do well to watch this closely. Ultimately, there is not much we can do to stop it, but what can we learn from it and how can we limit its impact on our agencies.

Not a short topic that I have time to discuss in this article. I think primarily it will take what it always takes when a 'new' idea comes against the IA channel. Innovative agents leveraging our insurance experience/knowledge into technology creating better ways to reach new customers and offer the excellent service we have always provided. The 'how' to do that is something I encourage agencies to discuss with its staff.

Most agencies have younger folks who work for them in some capacity. Utilize their knowledge of their generation to help your agency understand the changing demographic of our customers and prospects. The Big I and the PIA both have resources available to you. Have you looked to see what they can do for you?

Please join us for our annual convention in Sheridan on June 17 and 18. We are encouraging more Young Agents to attend by offering a YA Scholarship for registration. More information is available on page 15.



Executive Vice President's Report

Plans are well underway for our annual convention in Sheridan June 17 and 18th. Pre-convention education on June 16th is a 3 hour ethics class. David Helms, CIC, CPCU from Safeco will be the instructor for that class as well as 2 other classes on Thursday afternoon. If you are a Young Agent (defined as anyone under age 40 or someone with less than 5 years experience in our industry) you are invited to apply for a scholarship to attend our annual convention, June

16, 17 and 18 in Sheridan. We have an optional tour of the [Brinton Memorial](#) that includes lunch on Wednesday. If you are not a golfer or fisherman, this would be a great way to spend a part of your day. [Gordy Pratt](#) will be entertaining us on Thursday evening. This is a great chance to sit back relax and laugh a lot. Look for the application form on page 16 & 17 of this newsletter. Please join us for 2 1/2 days of education, networking and fun. If you have any questions, please

be sure to contact the AWIA office.

CISR classes and ethics classes have been posted on the web site and you register online or download a registration form. If you are planning to attend the AWIA convention in Sheridan, your ethics class is included in your registration.

AWIA's lobbyist has been working hard on our behalf as several issues continue to keep us occupied. You can get involved and help us promote our industry and issues that are

important to us by attending our annual Shrimp Bash. We need you!



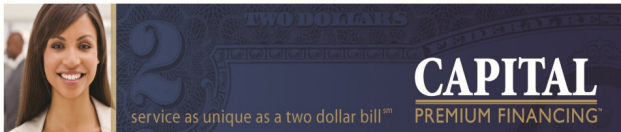
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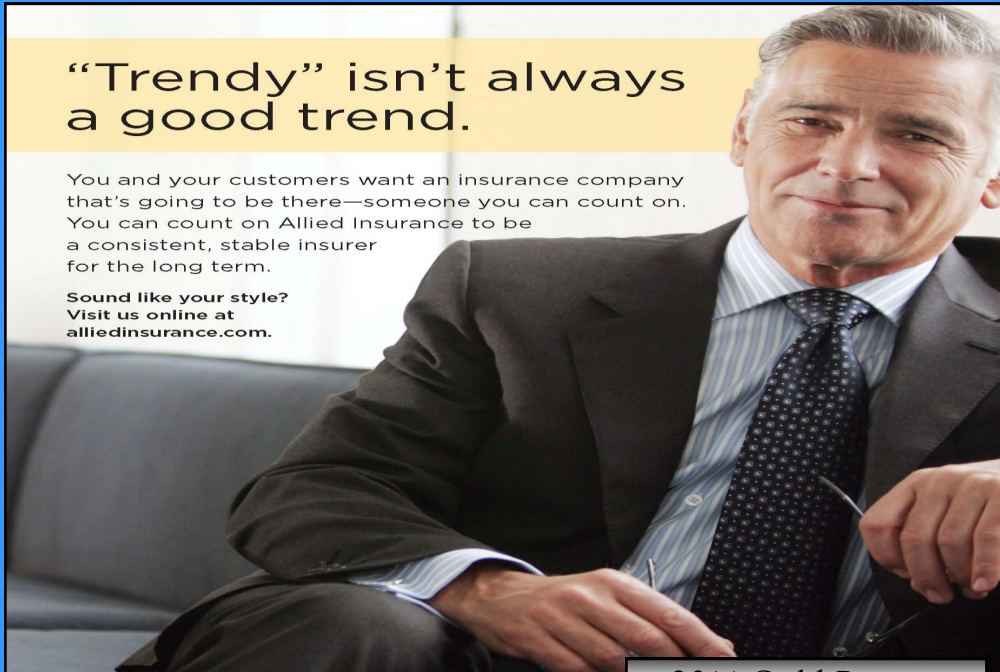
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Your room and any optional events are not included in the scholarship.

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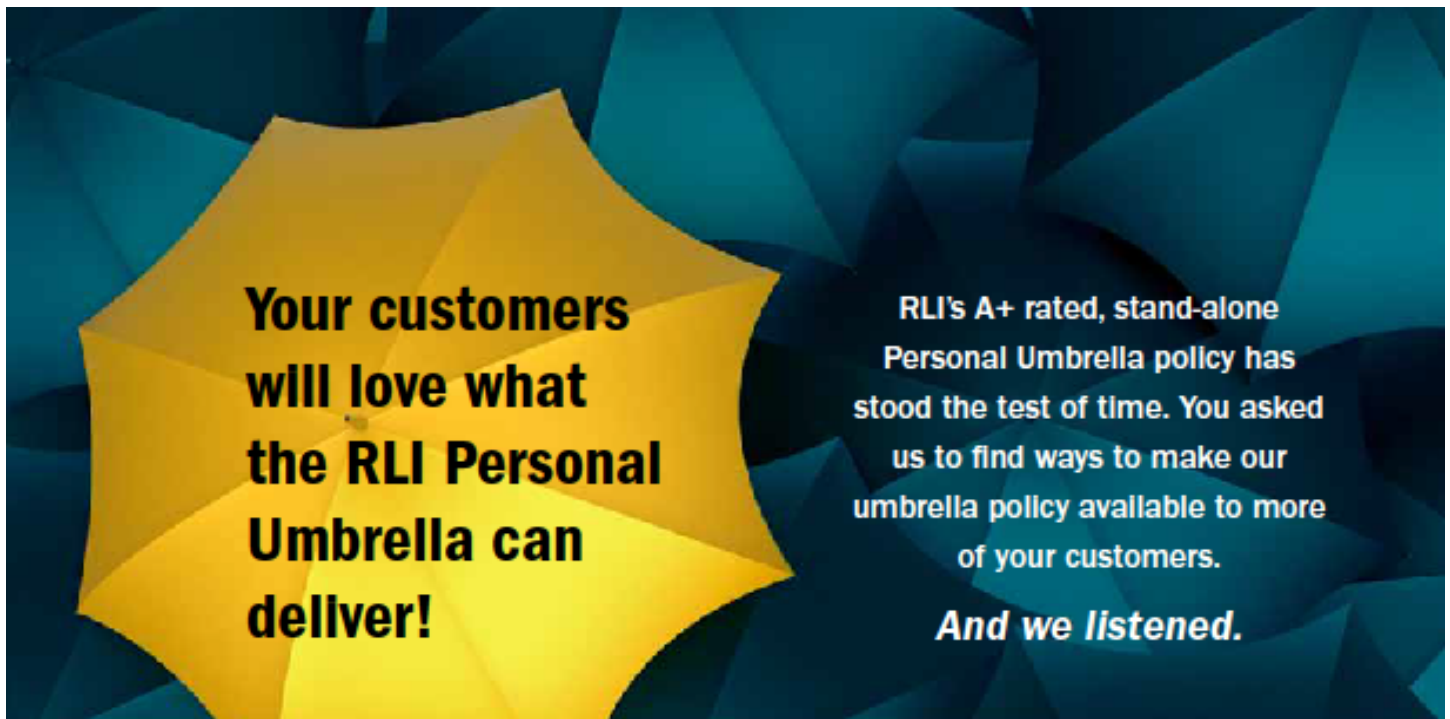
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And people know that when they need help to insure their home, their autos, their businesses — their way of life — it’s best to go to someone they already know and already trust: their neighborhood Professional Insurance Agent.

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 AmericaSM*, 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.

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Gold Partner 2014

Safeco Insurance™
A Liberty Mutual Company

Safeco Insurance, with a principal place of business in Boston, Massachusetts.
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Contact your local Safeco® representative for more information.

SUP- PART




Products, expertise, and services are one thing. Support from a valued partner is quite another. That combination is what Liberty Mutual Insurance is all about. On top of that, we're local, so our service and responsiveness fit your specific needs. Quite a combination. Learn more at libertymutualgroup.com/business

Gold Partner 2014



Association of Wyoming Insurance Agents



61st Annual Convention

June 16, 17, 18, 2015

YOUNG AGENT SCHOLARSHIP

Name: _____ Name for Badge _____

Agency/Company _____ Title: _____

Address: _____

City, State Zip: _____

Young Agents are defined as anyone under age 40 or anyone with less than 5 years experience in the insurance industry. AWIA would like to encourage you to participate in our annual convention by offering you a free registration for this year's annual convention. If you did not attend our annual convention in 2013 or 2014 you are eligible to request a scholarship. The number of scholarships is limited, apply early. Please complete this form along with the next page and fax, e-mail or mail the form to the AWIA office. Fishing, Golf and room charges are not included.

I did not attend the AWIA Convention in 2013 or 2014.

Please check one box below:

I am a Young Agent under age 40

I have less than 5 years experience in the insurance industry

Designations

- CPCU
- CIC
- AAI
- ARM
- CISR
- CPSR
- OTHER _____

AWIA PO Box 799
 Sundance, WY 82729
 307 283-2052 Phone
 775 796-3122 FAX
 awia@vcn.com

Registrations include all educational, social and meal functions. The sports activities have separate fees. Additional meal tickets may be purchased at the registration desk.

For room reservations- Sheridan Holiday Inn -307 672-8931 Room Block will drop 6/2/14

Please indicate on page 2 which events you plan to attend

Convention Event Registration

NAME _____

Whether you are registering for the full convention or individual events, please indicate which events you plan to attend. This will help us plan more accurately.

I plan to attend the following events:

Tuesday, June 16, 2015

1-4 PM Ethics-3 hours CE David Helms, CIC, CPCU-(Included in full convention registration) purchased separately members \$63-non-members \$78 (includes filing fee)

Wednesday, June 17, 2015

Golf (Separate registration required) \$110 Tee Times beginning at 11 AM

Fishing (Separate registration required) \$50 Departing at 9 AM

Brinton Memorial Tour (Separate registration required) \$20 Departing at 9:45 AM

6 PM Company Appreciation Night (Included in Convention Registration) purchased separately -\$50

8 PM Young Agent's Event (Free to YA) Everyone is Welcome

Thursday, June 18, 2015

7:30 AM Breakfast with the Commissioner (Included in Convention Registration) purchased separately \$35

9-10:00 AM-Informal Panel discussion-The legislative process, recent legislation. (Free)

10-noon AM-Exhibitor Roundtables and Product Presentations-free to Agents, Partners and Exhibitors separate registration and fee for companies participating if not a Partner or Exhibitor-\$200

Noon-1:15 PM CIC/CISR Conferment Luncheon (Included in Convention Registration) purchased separately - \$35

1:30-3:30 PM -Personal Liability Pitfalls-2 hours CE-David Helms, CIC, CPCU (Included in Convention Registration) purchased separately \$43 (including filing fee)

3:30-4:30 PM-Questioning Strategies-no CE David Helms, CIC, CPCU free

4:30 PM AWIA Agent's Closed Session - Free

6:30 PM Cocktails, Dinner and Entertainment (Included in Convention Registration) purchased separately -\$75

**Association of Wyoming Insurance Agents
61st Annual Convention
June 16, 17, 18, 2015
Holiday Inn-Sheridan, WY**



REGISTRATION FORM

Name: _____ Name for Badge _____
 Agency/Company _____ Title: _____
 Address: _____
 City, State Zip: _____
 Telephone: _____ FAX Number: _____ E-Mail _____
 Spouse Name: (If Attending) _____

<i>Check Classification & Designation</i>	<u>Agency Classification</u>	<u>Designations</u>	<u>Company Classification</u>
<i>Check All That Apply</i>	<input type="checkbox"/> Producer	<input type="checkbox"/> CPCU	<input type="checkbox"/> Company Personnel
	<input type="checkbox"/> CSR	<input type="checkbox"/> CIC	<input type="checkbox"/> Exhibitor
	<input type="checkbox"/> Other _____	<input type="checkbox"/> AAI	<input type="checkbox"/> Partner
		<input type="checkbox"/> ARM	
		<input type="checkbox"/> CISR	
		<input type="checkbox"/> CPSR	
		<input type="checkbox"/> OTHER _____	

	Before 6/5	6/5 and later
<input type="checkbox"/> Full Registration from Member Agency*	\$225.00	\$250.00
<input type="checkbox"/> 2nd Registration Same Agency or Spouse	\$150.00	\$175.00
<input type="checkbox"/> Company Representative	\$225.00	\$250.00
<input type="checkbox"/> Children (3-18)	\$ 75.00	\$ 75.00

*First time attendee non-members are welcome to register for the full convention

Check enclosed payable to AWIA
 \$ _____
 To pay by Credit Card check here []
 and mail or fax to AWIA. You will re-
 ceive an invoice via e-mail with a credit
 card option-a \$5 convenience fee will be
 added
 e-mail address _____
 Mail To: AWIA
 PO Box 799
 Sundance, WY 82729
 Phone 307 283-2052 Fax 775 796-3122

Refund Policy: Cancellations received before 6/5 will be given full refund.
 Those received after 6/5 but prior to 6/12 will be penalized \$75.00. **NO
 REFUNDS AFTER JUNE 12th**
 Registrations include all educational, social and meal functions. The
 sports activities have separate fees. Additional meal tickets may be
 purchased at the registration desk.
For room reservations- Sheridan Holiday Inn -307 672-8931
Room Block will drop 6/2/14
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3:30-4:30 PM-Questioning Strategies-no CE David Helms, CIC, CPCU free

The Powderhorn

Wednesday, JUNE 17, 2015 Golf Registration

NAME _____

I WISH TO PLAY WITH _____

OR PLACE ME IN A FOURSOME []

MY HANDICAP IS _____

GOLF FEE IS \$110 AND INCLUDES LUNCH

MY CHECK IS ENCLOSED [] Make payable to:

AWIA PO Box 799 Sundance, WY 82729

I WOULD LIKE TO PAY BY CREDIT CARD [] MY E-MAIL ADDRESS IS _____

Gregg Jackson Memorial Fishing Event

or Brinton Memorial Tour

Wednesday, JUNE 17, 2015

Fishing or Tour Registration

NAME _____

FISHING FEE \$50 INCLUDES LUNCH [] OR

BRINTON TOUR FEE \$20 INCLUDES LUNCH []

MY CHECK IS ENCLOSED []

Make payable to AWIA PO Box 799 Sundance, WY 82729

I WOULD LIKE TO PAY BY CREDIT CARD [] MY E-MAIL ADDRESS IS _____

FISHING EQUIPMENT OPTIONAL BUT MUST HAVE WYOMING FISHING LICENSE IF YOU FISH



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

[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

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

InsurPac 2014

Karen Ackerman, A.D.I. Insurance
Joanna Akers, First State Insurance, Member of Burns Insurance
Mark Anderson, Burns Insurance Agency
Zach Clark-BW Insurance Agency
Chad Craig-Willis of WY
Pam Davidson-Tegeler & Associates
Neal Gehring-USI
Charles Gulley, BW Insurance Agency
Darren Hart, BW Insurance Agency
Kory Hill, BW Insurance Agency
Stephanie Hitt-Hitt Insurance Agency
Julie Knipe-Travelers
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Stella McGee-BW Insurance Agency
Bob McIntyre-Burns Insurance Agency
Laura Miller-IMU
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Linda Pinder-HUB International
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PIAPAC 2014

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Bryan Stevens-AAA Mountain West
Nancy Stichert-Tegeler & Associates
Sherri Wilkinson, Rams Head Financial Corp.
Susan Worthington, AWIA

Scroll down to the last 2 pages of this newsletter to print forms



PREVENTING E&O LOSSES

By Mary LaPorte, CPCU,
CIC, LIC, CPIA

Agent's questions about Errors and Omissions, and how E&O losses can be prevented.

We have read your columns before about the importance of documentation. We think you know how busy we are, and that sometimes there just isn't time to go into great detail. Most of us in the agency do a good job, but we are concerned about a couple of the CSRs (mostly one) who go overboard with abbreviations. We all use abbreviations in our documentation, but sometimes we can't understand what others have written. How do you know when abbreviations are OK to use, and when it can be too much? We all want to condense what we write and not have to "write a book" each time we document. What are your thoughts in this area?

Carla & Jen, Minnesota

Carla & Jen, I am glad to hear that you have been reading the columns and I hope you continue to find them beneficial. Thank you for sending in this great question.

The quality of documentation is really determined not when you enter it, but some later time when you need that information. Usually you need that information so that you can properly provide service to your customer. But when an E&O claim occurs, that is really when your documentation will be tested.

At that time, other people will be reading your notes and trying to make sense of them. They will be trying to put together pieces of a puzzle as to what occurred between the customer and the agency. If the reader cannot understand what the documentation says, it could mean the difference in the outcome of the claim.

Abbreviations help save time, and everyone's time in the agency is precious. It is perfectly acceptable to use abbreviations, as long as everyone else knows what they mean. Many agencies take this seriously, and include a list of accepted abbreviations in their written standards and procedures. This is what I recommend. In this way, a guideline is provided as to which abbreviations may be used, and no others are acceptable.

I suggest you invest just a little time to create this list. Ask each person in the agency to make a list of the abbreviations they use and include their definition. Then pull the lists together and create a master list. You may need to say "no" to some just to keep the list manageable. The typical lists I see are about two pages long, so don't be surprised as to how many abbreviations are being used. Also, allow the list to be updated occasionally. It is expected that during the first few months of use that someone will think of one that they forgot to originally include.

When file audits are performed, check to verify that only approved abbreviations are being used. In the event of an E&O claim, you can provide the list to your attorney so that it can be used as a "key" to help understand the documentation.

Mary LaPorte is a consultant and educator with a strong background in Errors & Omissions loss prevention. Forward your E&O questions to marylp@lpinsuranceconsult.com.

SLUGGISH SALES? HIGH E&O EXPOSURE?

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subscriptions
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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.

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over the counter at www.iiaba.net/VRC.*

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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.

20 F Street NW, Suite 610 • Washington, DC 20001

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)

- \$5,000 Millennium Club \$1,000 Centennial Club \$250 Pioneer Club \$100 Young Agent
- \$2,500 Platinum Club \$500 Gold Club \$150 Founders Club \$_____(Other)

OR

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

- Start Month: ____/____/2014 \$250 Month \$50 Month \$10 Month
- End Month: ____/____/____ \$100 Month \$25 Month \$____Month
- No end date

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.