




Special points of interest:

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President's Report

HAPPY HOLIDAYS to all. I hope everyone is having a prosperous finish to 2011 and looking forward to 2012.

Before the time gets away from us I want to remind everyone to mark your calendar for the Shrimp Bash. The date is February 20, 2012 at the Holiday Inn in Cheyenne. This is a great opportunity to spend some time with the legislators. Since this is a budget session, hopefully there will not be any legislation that needs a lot of our atten-



Darren Hart, CIC

tion. See you there. Also, remember June 12th & 13th in Sheridan for our annual AWIA Convention. Since this is my convention Susan has promised me it will be the best convention ever. She already has a

great entertainer...not Gregg Jackson, lined up.

There are a lot of things going on in the insurance industry, both local and nationally. We are continuing our efforts within the state to address the Third Party Certificate Vendors. This process has a myriad of issues with no absolute answers. Several other states have started adopting actual legislation to deal with the matter. Hopefully we can benefit from some of these other states actions

(Continued on page 2)

PIA National Director's Report

Like many of you, I'm hoping that 2012 will be a more generous year and that the economy will pick up speed. It's interesting to listen to our contractors and their take on the future. Some say it will be another five years, some are feeling an uptick in business, still others don't believe we will

ever see the boom we had up until 2009. Guess we will just have to wait and watch.

PIA is concentrating their efforts to help us with certificates of insurance. A large portion of our Fall committee meetings involved detailed Q&A on the is-



Liz Luce, ARM. AAI

(Continued on page 3)

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President's Report

(Continued from page 1)

instead of recreating the wheel.

I attended the annual Mid America Technical Conference in November in St. Louis where I assumed the Chairperson position for the upcoming year. I will be providing Susan with an electronic version of the agenda and results of changes ISO

will be making to cover age forms.



Annual Shrimp Bash

Each year during the Wyoming legislative session, Wyoming agents join together to meet and greet their elected representatives. The event is co-sponsored by The Association of Wyoming Insurance Agents and NAIFA-WY. This joint event has been an annual event since 1981. Come and join in the fun, meet your legislators. There is a Shrimp Bash Registration on page 15.



IIABA National Director Report



Gregg Jackson

I went to the IIABA Fall Board Meeting in Minneapolis, which was scheduled from 9/14/11 through 9/17/11. Again, the main item was CAP (Consumer Agent Portal), and we were finally advised there are six companies that have signed on, and that CAP now has \$18,000,000 in

its coffers. Of this amount, IIABA has invested \$1,000,000 which we were advised is now worth \$3,000,000. There is a projected 4% return on our investment. IIABA has total control of the monies and program. Of the six companies who have invested, I only recognized one, Safeco. I was not familiar with the other five, maybe some of you are. They are Central Insurance Companies, State Auto, Westfield, Selective and Main Street America. They are all in for 3.2 million each. IIABA is still messing around trying to decide what the charge will be

for a lead, but \$15 per lead seemed to be the average. You can of course not answer the lead and incur no charges. But is must be mentioned that by the time the lead gets to you, that the potential customer has picked you out, been to your web site etc., so it is probably a pretty sound lead, not like cold calling. There will be more yet to come on this subject.

Again, Thank You for letting me represent you, I consider it a privilege.

Gregg Jackson



(Continued from page 1)

sue. Andy Harris, President Elect of PIA, addressed NCOIL (national group of insurance legislators) and a model bill is in the works. Several states spoke about their current state legislation and the results they have had.

PIA's primary issues continue to be flood insurance, crop insurance and health insurance MLR's. The staff is in daily contact with legislators and

their staff that serve on key committees affecting our business. Personally, it seems to me that beating my head against a brick wall would be more fun!

PIAPRO (PIA's captive insurance program for E&O) will offer coverage through PIA affiliates in states where the PIA affiliate has chosen to participate, as well as in a few states without an affiliate. Marketing has begun in a first tier of states, with more to follow. Initially, not every PIA member who may

want a PIAPRO policy will be able to get one, due to factors such as affiliate participation, the tiered roll-out and the total underwriting capacity of the company going forward. Long time friend of AWIA's, Roger McGlenn is instrumental in the program's evolution.

Here is wishing all of you a prosperous 2012! See you at the Shrimp Bash in February.



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Joanna Akers
Sherri Emmett, CISR
Deb Good
Darren Hart, CIC
Craig Jones
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Thank you for supporting your national PACs

Executive Vice President's Report

Another year has flown by and we are looking forward to 2012. We are kicking off the education year with a 4 hour flood class presented in a live webinar format. The class will air from 1-3 pm on Tuesday, January 17 and Wednesday, January 18, 2012. You can register online or download a paper registration from our web site www.awia.com. The class is only \$5.00 for AWIA members and \$15.00 for non-members. You must attend all four hours to earn the CE credits. This is a great opportunity to get your flood training, earn 4 hours of CE and not have to travel in WY in January.

February 20th is our 31st annual Shrimp Bash. Registration forms are available on our web site or you can e-mail the AWIA office to request the form. Please join us at the Holiday Inn in Cheyenne for Shrimp and a chance to meet and greet your legislators.

Plans are underway for our Annual Convention and Trade Show beginning June 12 in Sheridan. There will be a pre-Convention Flood class on Monday, June 11th. Golf has been scheduled at the Powderhorn on June 12. Full convention registration will be available on our web site after January 1. This is a slightly different format

from previous year's. The first day of the convention is a Tuesday and we will wrap up with our closing night entertainment on Wednesday night, June 13th. Please mark your calendars and join us at the Sheridan Holiday Inn for 2 days of fun and education.

Thank you to everyone who took the time to fill out a PAC contribution form. (they are available on our web site). Wyoming may be small but our voices are heard in Washington too!



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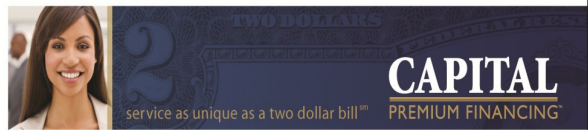
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Case, Ruth	777-7402 Consumer Affairs Specialist
Chafin, Deanna	777-7310 Agent Licensing
Colarusso, Dawn	777-7319 Agent Licensing
Feurt, D'Anna	777-7336 Policy & Planning Analyst P&C
Fiechtner, Cheryl	777-6887 Business Office Coordinator
Higgins, Tammy	777-7318 Accountant
Johnson, Linda L.	777-5619 Chief Financial Examiner
McGee, Stephanie Bryant	777-7401 Deputy Insurance Commissioner
Melvin, Doug	777-6897 Financial Examiner
Mitchell, Jim	777-6889 Attorney
Olsen, Nancy	777-7402 Consumer Affairs Specialist
Patch, Brenda	777-2447 Policy & Planning Analyst L&H
Poutre, Lou Ann	777-7401 Office Assistant
Schildmeier, Todd	777-7402 Consumer Affairs Specialist
Stewart, Donna	777-7308 Policy & Planning Analyst
Vines, Ken	777-7401 Insurance Commissioner
Weiss, Amy	777-7402 Office Assistant
Wilhelm, Dee	777-6916 Legal Assistant

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Arthur J. Gallagher Acquires Transwestern in Utah

Transwestern General Agency Inc. in Salt Lake City, Utah has been acquired by Arthur J. Gallagher & Co. Terms of the transaction were not disclosed

Founded in 1945, Transwestern is a managing general agent and wholesale insurance broker providing excess and surplus, property/casualty, professional business liability and other specialty insurance products and services to their independent insurance agent and broker clients primarily in the Intermountain Western United States.

They specialize in insurance coverage for high-net worth

individuals and the transportation industry.

Jeffrey Burgener and his associates will continue to operate from their current location under the direction of Joel Cavaness, president of Risk Placement Services Inc., a subsidiary of Arthur J. Gallagher & Co., according to a statement by the companies.

For over 60 years TGA's strong sales culture has been focused on a team-based approach to service excellence which makes them an outstanding merger partner," J. Patrick Gallagher, Jr., chairman, president and CEO said in a statement. "They also have

superior carrier relationships that are so important when placing difficult risks for their broker clients."

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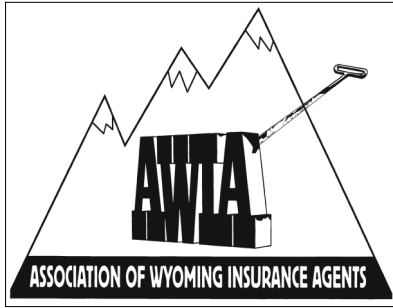
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Memories of
the 2011
Shrimp Bash



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Agencies with up to 15 users pay \$250 annually or \$750 for a four-year subscription, agencies with 15 or more users pay \$500 annually or \$1500 for a four-year subscription.

For telephone demo of VRC contact Margaret Rhodes or Nancy Lynch at Rough Notes- 877 582-9199.



ANNUAL SHRIMP BASH RECEPTION

Monday, February 20, 2012

Holiday Inn

Cheyenne, WY

6 PM

Legislative Bill Review.....3:30 PM

Shrimp Bash.....6:00 PM

Please register by February 11, 2012

Send Registration to: AWIA
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 Phone: 307 283-2052
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For room reservations call 307 638-4466/Room Block "Shrimp Bash"

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