



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 the contribution forms Any amount is appreciated. Let's show them Wyoming Agents want to be heard

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President's Report

I hope as you read this issue of the AWIA Newsletter, you are able to reflect on what a great year 2011 has been for all of you. All of the preparation and anticipation of another AWIA Convention has already come and gone without disappointment. The facilities, the events, the company support, and agency participation were all outstanding for 2011. Max, Susan, and Vic need to be highly commended for all of their work. In a time when we are hearing that other states have, or will, discontinue their annual convention, AWIA has never



Darren Hart, CIC

been stronger. Yea us!

I am very excited and encouraged about the upcoming year for the AWIA Board. We, as a board, are pursuing many issues on behalf of the agents, and agencies, in the Great State of Wyoming. In addition, our

little, but loud association, has incredible representation in Liz Luce with PIA and Gregg Jackson with IIABA. Liz and Gregg have each established themselves within these organizations to the point that they are highly respected on a national level. We all need to make a point of thanking them for taking the time away from their families and business to represent AWIA. It is a large commitment and they do it well. Please make the commitment to contribute to both PIAPAC and InsurPac. It's isn't as much

(Continued on page 2)

PIA National Director's Report

Sitting here on this cool, rainy afternoon looking at all the renewals to work on my desk, a cautious smile forms as I think about the friends who make up this book of business. And then concern morphs since at every turn some group of politicians or "citizen" assemblage attacks our ability to continue to furnish the service and coverage our

clients have come to expect from us and that we want to provide.

It's been said that the crop insurance issue (federal government employees would handle it rather than agents) doesn't really apply to most of us. Why spend money on lobbyists for the benefit of only a few? Because it's a "foot in the door", that's

(Continued on page 2)



Liz Luce, ARM. AAI

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President's Report

(Continued from page 1)

the amount you contribute, but the fact that we all do something.

Another issue AWIA is emphasizing this year is The Young Agents. Thankfully we are seeing a lot of new people getting into this great industry we have all chosen. It is imperative that AWIA provide these new people an opportunity to be involved in our industry, to understand the professional stan-

dards we all strive for, and to take the insurance business to yet another level. I strongly encourage agency managers to support AWIA Young Agents efforts throughout the year. A small investment from our agencies will pay dividends by engaging these agents in our industry.

Please join me in thanking all of the members of your AWIA Board for their contribution and dedication. It is a pleasure, and kind of fun, being as-

sociated with all of these people. Feel free to contact any one of the members of the AWIA Board if you have any concerns, or questions. We are all here to represent you the agents, and agencies of Wyoming. While I am serving as President of the AWIA Board I also plan on getting us that "hard market", something that Max failed to do. I had better get to work.



PIA National Director's Report

(Continued from page 1)

why. If Capitol Hill can feather the nest of over paid and under worked employees when it comes to crop insurance, what other areas will be attacked? PIA's Mike Becker (a "city boy" who has done his time in the field-no pun intended) is diligently working to protect our commissions.

PIA's areas of concern are less esoteric and more immediate these days. Hot buttons focus on health insurance and the medical loss ratio issue and flood insurance. Both affect our bottom line. Those who think health insurance can be done by "anyone" have never listened to the questions and

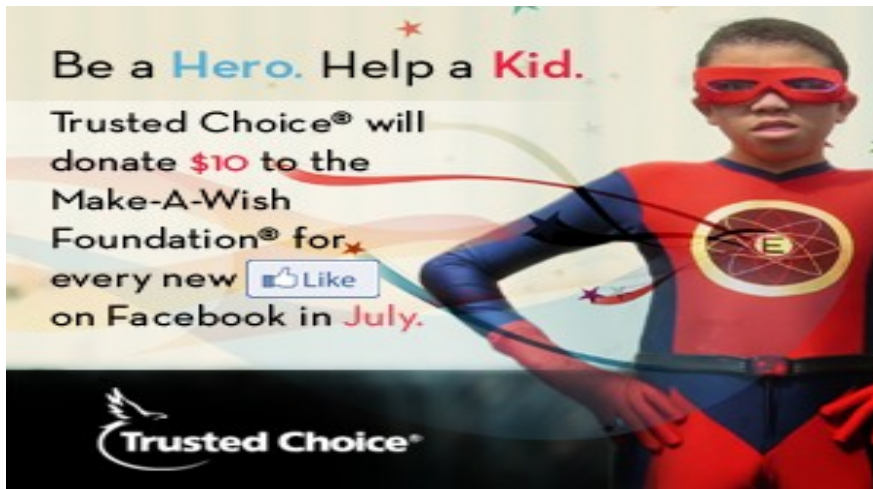
concerns our clients have when deciding what product and deductible is best for their situation. Those clients come to us because they trust us.

Now, more than ever, everyone who derives their living from our industry needs to support those associations which provide access to the people on Capitol Hill. Please, if everyone gave \$25 to PIAPAC, the difference we can make in having the ear of a decision maker, well, it would be overwhelming. PAC money does not mean that a legislator will vote our way, only that we will have the opportunity for them to hear our message. **OUR VOICE DESERVES TO BE HEARD.**

PIA President Fred Thomas (a dear friend from Montana) was successful in getting the Wall Street Journal to retract the misrepresentations about independent agents and our role in personal lines. PIA fights the good fight.

Whew! I'm on a diatribe today-sorry. Your organization needs more support than ever. Many agencies reap the benefits of the work we do. Let's put some pressure on them to help carry the load. And please support PIAPAC.





Rhonda Swigart, Travelers
AWIA
Industry Person of the Year

Executive Vice President's Report

It has been a busy and productive year so far. We had a great convention and if you missed the Thursday afternoon CE, you missed some very good information. I didn't think 4 hours of mold and pollution coverage could be that interesting. The re-opening of the Black Orchid on Thursday evening was a lot of fun and we have some very good amateur sleuths in our midst. Your new Board took office on July 1 and plans are underway for the next convention in Sheridan in 2012. The board is also working closely with the Wyoming Insurance Department on several issues. Watch for more information on the Young Agent's plans for the coming year.

We have several CISR classes coming up. The registration forms for both CISR and other education classes are posted on our web site www.awia.com.

Our PIAPAC chair, Liz Luce, challenged us to get 100% participation from the board in both PIAPAC and Insurpac. The board would also like to encourage our members to get their employees involved. Our political action committees work tirelessly in Washington to promote our interests. Obviously, they would like everyone to contribute the maximum allowed but we recognize that is not possible for everyone. So any amount will be appreciated. We would like to fill two pages in our next newsletter with names of

those who recognize the importance of having a big voice in Washington. To that end, there are contribution forms for both PIAPAC and Insurpac posted on our web site www.awia.com. Won't you take a few minutes to complete the forms and send them in? The contributions to Insurpac must be from your personal accounts. PIAPAC can accept either personal or corporate contributions.

Membership renewals have been mailed. Please take a few minutes to complete the information and include a list of your employees so we can include them in our e-mails.



Greg Lonero, Travelers
AWIA
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**Important
Phone
Numbers**

Print This Page So You Always Have
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Colarusso, Dawn Agent Licensing	777-7319
Feurt, D'Anna Policy & Planning Analyst P&C	777-7336
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McGee, Stephanie Bryant Deputy Insurance Commissioner	777-7401
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Mitchell, Jim Attorney	777-6889
Olsen, Nancy Consumer Affairs Specialist	777-7402
Patch, Brenda Policy & Planning Analyst L&H	777-2447
Poutre, Lou Ann Office Assistant	777-7401
Schildmeier, Todd Consumer Affairs Specialist	777-7402
Stewart, Donna Policy & Planning Analyst	777-7308
Vines, Ken Insurance Commissioner	777-7401
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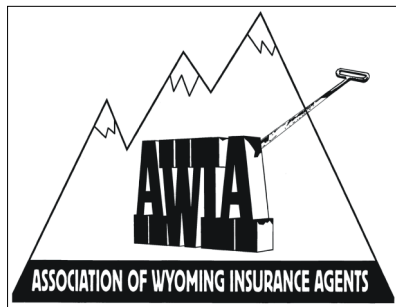
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Each year, Gregg Jackson presents the “Edd Jackson, That’s a Bright Idea Award” to a deserving recipient. This year’s proud winner is Liz Luce, Rocky Mountain Capital, Cheyenne.



CIC and CISR in Wyoming

Jeanette Machisic, CIC, recognized 5 new CICs, 5 new CISRs, 2 new CSRMs and 1 new CRM at the annual conferment luncheon during the AWIA Convention and Trade Show. This year’s event was held at Little America in Cheyenne on June 23, 2011. Ms. Machisic praised the dedication of the conferees in pursuing the designations.

The National Alliance sponsors two CIC Institutes each year in Casper, WY. The 2011 Fall Commercial Property Institute will be held

October 5-8. In 2012 the Spring Commercial Casualty Institute is May 16-18 and the Fall Agency Management Institute is October 3-5. You can register online at www.scic.com.

AWIA sponsors the CISR program in WY and will offer 15 classes in 2011 and 15 classes in 2012. These classes are made possible by the participation of our members and your continued support is appreciated. The schedule for 2011 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

- Douglas Bott, CIC
- Zachary Clark, CIC
- Andrea Davis, CIC
- Kory Hill, CIC
- Vicky Vineyard, CIC
- Adele Clayton, CISR
- Stephanie Hitt, CISR
- Rebekah Sides, CISR
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