



Special points of interest:

- **Association of Wyoming Insurance Agents** Click here for our web site.
- **Convention Registration Forms included**

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

Our Board meeting was held February 17th in Cheyenne, in conjunction with the Shrimp Bash.

From this meeting and ongoing dedication we have some exciting information we would like to share with you this quarter. I really appreciate the continued support from our agents and our company representatives. You helped make the 33rd Annual Shrimp Bash a success.

We would like to thank Wyoming Game & Fish Commissioner, Carrie Little, District # 4 for providing AWIA with a Commissioner's tag. This tag

has been set up on the Wyoming Wildlife Foundation for auction. It is



Cheri Krieter, CIC, CISR, CPIW

important to make people aware of this tag and location to bid on this. Please tell your company con-

tacts, co-workers, clients, friends and family or anyone else that may be interested in bidding to purchase this tag. Go to <http://wyomingwildlifefoundation.org>. Then click on Auction and then Commissioner's Licenses

There will only be eight CISR classes held this year. The Board and Susan are all working hard to make the CISR classes financially feasible to agency owners and to be able to continue to provide this service to the AWIA members and public. The discussions and changes

(Continued on page 3)

PIA National Director's Report

March 26th begins PIA's Federal Legislative Conference with committee meetings and the board meeting following our visits on the Hill. It should be an interesting time to visit with our Federal Legislators. Your PIAPAC donations help ensure that our lobbyists are able to get in front of those legislators who affect our industry.

Health care, flood insurance, and NARABII are the top issues that will be addressed. Crop Insurance and TRIA are also top contenders for attention as well. I will let you know how my visits went in our next newsletter.

PIA's newest product is Doc-IT. DocIT contains traffic and crimi-

(Continued on page 2)



Liz Luce, ARM, AAI

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Tony Schebler, CIC

I would like to update all of you as to what is going on at the IIABA, although I wasn't able to get to the January meeting in Orlando I have reviewed the highlights of the meeting.

Government Affairs had several items to report, InsurPac finished the year with \$1,007,668 in receipts- this is the second time in its history that InsurPac has topped the one million dollars mark. Thank you to all of you that have generously donated to the Pac, when you support InsurPac you are really supporting our industry and all that we stand for. Please continue to support InsurPac in 2014.

IIABA NATIONAL DIRECTOR

Big I was also involved in the Farm Bill that was passed in both the Senate and House, the legislation strengthens the Federal Crop Insurance Program and recognizes it as the central risk management tool for farmers and ranchers across the country.

Big I is also involved in the Flood Insurance reform that will help with Flood Insurance sticker shock, this legislation will continue to unfold in the next few days and the Big I will be there as it does.

INDEPENDENT Agents Magazine relaunch is complete with an upgraded design and expanded contents across all platforms. The print magazine, website and enewsletters have all been redesigned with a modern look and feel and the magazine is now available via an iPad app.

Project Cap in continuing its rollout, 25 carriers have

signed up for the portal, comparative rating is in 17 states and will be in 8-10 more states soon. There has been record breaking traffic for the past 5 months and is exceeding goals set for traffic. For 2014 there are three critical objectives for Project Cap: increase agency participation; increase carrier participation; improve consumer marketing and thus increasing the maximum number of leads possible for agents.

All in all the Big I is working real hard to support the interests of our Agency members on a number of fronts. I will report in future updates what I learn at the Legislative conference in Washington in April, I have already scheduled meetings with Senators Enzi and Barrasso and Representative Lummis.



PIA National Director's Report

(Continued from page 1)

nal traffic violation information on drivers sourced directly from court records (not the MVR). This information can be used to pre-qualify all applicants, or can be used as a prescreen in front of your MVR ordering process to point you to the small percentage of drivers who will actually have ratable activity in the quoting process.

PIA members can access DocIT's traffic violation information for as little as 75¢ per transac-

tion. Compare that to the price of an MVR! A one year subscription is required with a \$50/month minimum. See DocIT's Terms of Use for complete details.

To help PIA members try this new service, we worked with our friends at Drivers History to create a no-risk 30-day trial. Sign up for a 30 day trial period before locking into a 1 year subscription. Just let Drivers History know before the end of the first month if you decide to cancel. All you will owe is

the standard rate for 1 month of DocIT service (\$50 minimum).

When you receive that new company contract and have some concerns over the wording, please contact Pat Borowski for a review. She's an amazing receptacle of information and well respected in the industry.

Please give me a call or email me if you have any questions or concerns you would like me to address with PIA or our legislators.



President's Report

(Continued from page 1)

were the result of the negative on the AWIA financials. The Board feels the combination of too many classes, poor attendance at some of the locations, and the cost of the facility at some locations affected the program. For 2014, it was the decision to reduce the number of classes for a few reasons, instructors retiring or not being able to help this year, having classes in locations that do not charge for the location, and reducing expenses for the current instructors.

Thanks to Senator Scott, Senator Bebout, Nancy Stichert, Darren Hart, Max Carre, Tony

Schebler, Sherri Wilkinson, and Mary Lynn Shickich, for all of the work on SF107, Certificates of Insurance. The bill passed, Governor Mead has signed it and it will go into effective July 1, 2014. Also for those that do not know we have a new Lobbyist – Mary Lynne Shickich. Mary Lynne has been working very diligently with our board and has been very good about providing detailed reports and notification of steps for the board needed to stay advised of the events with the legislature.

I hope to plan to join us from some or all of our Annual Convention

and Trade Show, June 18 - 19, 2014. Our Ethics continuing education event is "Standing Tall". This will CE also be open to the public. Look for additional information in the newsletter regarding this class.

Keynote speaker Bob Davies will challenge and entertain you on Thursday evening.

Thank You, I look forward to seeing all of you in Casper!



Standing Tall comes to Casper

Since when does a workshop on business ethics leave participants feeling the experience has been "amazing," "inspiring" and "life-changing"? But with its fresh, personalized approach, **Standing Tall** is an experience surprisingly different from what you might expect. Rather than focusing on ethical rules, this half-day interactive session guides you in:

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Standing Tall is a thought-provoking shared experience anchored in the commonsense principles of the Code of the West, and the belief that true integrity can only come from within.

Standing Tall is part of the AWIA convention on June 19, 2014. Register for the full convention or just attend this 3 hour session, (approved for CE)

<http://www.cowbovethics.org/StandTallFlyer.pdf>



Executive Vice President's Report

Convention planning is well underway. We will be bringing the Standing Tall Ethics program to Casper this year. Please consider attending this great program. You will earn your 3 hours of ethics CE but you will also enjoy a great program and take home some great information. The program is included in your full convention registration. If you are not able to attend the full convention, members can register for this event for \$50 and non-members \$75. The program qualifies for a Work Force grant from the State of WY. This program is open to the public. We are also leaving

some time on Thursday morning open to allow companies to meet with individual agencies one on one.

Due to increased costs in the CISR program we have had to eliminate the group lunch and increase fees. There is also an additional \$7 fee as a result of the change in filing CE electronically. This is a pass through fee. If you have any questions about the CISR program, please contact the AWIA office.

Your board, notably Nancy Stichert and Darren Hart, have put in a lot of effort this year to see SF 107 passed by the Wyoming Leg-

islature. This should make the certificate issue easier for everyone. We also owe a big Thank You to our lobbyist, Mary Lynne Shickich for shepherding the bill through the process.

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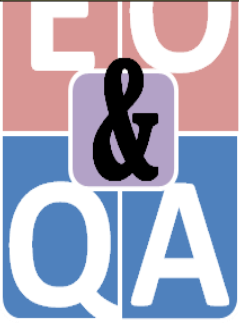
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Agent's questions about Errors and Omissions, and how E&O losses can be prevented.

By Mary LaPorte, CPCU,

CIC, LIC, CPIAI just attended an E&O class, and they told us about how important it is to use a

checklist when writing new business for Personal Lines. Over the years, our agency has had a number of different checklists but we just don't use them any more. The biggest reason is that all new business is typically entered directly into the carrier's system on line. A lot of the information on the checklist is redundant, or we don't need it to get a policy issued. It is a waste of time to fill the checklist out by hand, then transfer the information into the carrier's system. After going to the class I started to question our procedure. Do you feel that a checklist is really needed today?

Laura, Michigan

Laura, many times when we attend an E&O class, it is tempting to dismiss a lot of what we hear. The fact that someone continues to think about what they have heard in class is the sign of a conscientious agent.

The best reason to use a checklist is to make sure we have "covered all the bases" with the customer. Even if you have been selling insurance for many years, it is still easy to forget something. A great number of of E&O claims result from failure to recommend needed coverages. A checklist helps us uncover exposures and offer solutions to address those exposures. When we enter a new piece of business into the carrier's system, we are required to enter only the minimum amount of information required to get a policy issued. Although you are able to include additional endorsements if needed, how do you discover that your customer needs a particular addition or amendment of coverage?

On the homeowners side, there are several areas that should be addressed. If the home located in a homeowners association they may need loss assessment coverage. If your insured has hearing aids, dentures or other expensive medical aids, they may benefit from scheduling them. Certain "toys" or hobbies may require inland marine or liability coverage. On the auto side, you should clarify how each vehicle is titled or whose name they are leased in. If your customer has another auto available or furnished for their regular use, a simple endorsement will provide excess liability coverage for that vehicle. There are a lot of areas we should discuss with our customers which go outside simply completing an application or quote.

You mention that much of the information in your older checklists duplicates what must be put in the carrier's system. How about designing your own "supplemental" checklist, which asks only the extra questions which are not part of the quoting or application process? Take a Personal Lines checklist you already have and cross out any parts that are redundant. Use the remaining questions to create your own supplemental checklist. This could provide valuable information over an above the basic information needed to issue a policy.

Today, our Personal Lines customers are involved in a variety of activities and living situation which create additional exposures. More than ever, we need to be diligent and use tools like checklists to address all of the coverages needed.

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. © 2013 LaPorte Consulting, LLC. All Rights Reserved

33rd Annual Shrimp Bash –Another Success

Since 1981, AWIA and NAIFA-WY have joined together to sponsor our annual legislative reception, better known as the Shrimp Bash. This event is well known and popular among the legislators. Many thanks to everyone who attends and supports the event. It was well attended this year and due to the efforts of the AWIA board and our lobbyist, Mary Lynne Shickich, SF 107 passed both houses. This should make all of your lives easier when issuing certificates. To read the bill go to:

[Certificate bill](#)

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| Susan Worthington, CIC (Vic) PO Box 799 Sundance, WY 82729 Fax: 777-796-3122 awia@vcn.com | 283-2052 |

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| Zach Clark, CIC (Jennifer) BW Insurance Agency, Inc. PO Box 819 Gillette, WY 82717 zachary.clark@bankofthewest.com | |
| Bryan Stevens Bluffs Insurance Agency, Inc. PO Box 579 Pine Bluffs, WY 82082 bryanstevens@bluffsinsurance.com | |
| Brett Anderson Burns Insurance Agency, Inc. 957 Maple Wheatland, WY 82201 bretta@burnsia.com | |
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| Nancy Stichert, CIC Tegeler & Associates PO Box 50278 Casper, WY 82605 nstichert@tegelerinsurance.com | 245-3270 265-0144 |



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Numbers**

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| Case, Ruth Consumer Affairs Specialist | 777-7402 |
| Chafin, Deanna Agent Licensing | 777-7310 |
| 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 |
| Hirsig, Tom Insurance Commissioner tom.hirsig@wyo.gov | 777-7401 |
| Johnson, Linda L. Chief Financial Examiner | 777-5619 |
| McGee, Stephanie Bryant Deputy Insurance Commissioner | 777-7401 |
| Misener, Justin Licensing Administrator | 777-7319 |
| Melvin, Doug Financial Examiner | 777-6897 |
| Mitchell, Jim Attorney | 777-6889 |
| Olsen, Nancy Consumer Affairs Specialist | 777-7402 |
| Patch, Brenda Senior Policy and Planning Analyst-Health | 777-2447 |
| Schildmeier, Todd Consumer Affairs Specialist | 777-7402 |
| Stewart, Donna Policy & Planning Analyst | 777-7308 |
| Weiss, Amy Office Assistant | 777-7402 |
| Wilhelm, Dee Legal Assistant | 777-6916 |
| Wyoming Insurance Department | |
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| Standing Committees | |
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| Membership | |
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| Young Agents | Chad Craig 367-2154 |
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The official site of the NFIP

Resources to Help You Talk to Clients About Spring Flooding

Much of the nation might be ready for spring following a brutal winter, but it's important to remind your clients that the warmer weather can bring rapid snowmelt and heavy rains, increasing their flood risk. Each cubic foot of compacted snow contains gallons of water. Until the ground thaws, melting snow and heavy rain cannot be absorbed and can lead to flooding.

The average flood claim paid by the National Flood Insurance Program (NFIP) over the past five years was more than \$42,000. And with more than 25 percent of claims coming from outside of mapped high-risk areas, it is imperative to communicate the financial impact of a flood to all of your clients, regardless of their designated flood zone.

The National Weather Service (NWS) predicts that the cold and snow will linger in the Northern states, increasing the chances for flooding once the spring thaw begins. Heavy rains, snowmelt, and ice jams all increase the flood risk during the spring months. NWS released an early spring forecast in January citing a 25 percent chance that the Red River at Fargo-Moorhead will hit 31.8 feet this spring. The forecast calls for continued below-normal temperatures and above-median precipitation throughout spring. If the ground has not thawed as the temperatures begin to rise and the snow melts, this can lead to potential flooding.

Remember, typically there is a 30-day waiting period before a policy goes into effect, so it is important to remind your clients to have flood insurance in place before the start of the spring flood season.

Tools to Help You Explain Flood Risk

FloodSmart can make it easier for you to sell flood insurance. Free tools and resources are available on [Agents.FloodSmart.gov](https://www.floodsmart.gov) that can help you reach your clients and inform them of flood risks during the spring months. Visit FloodSmart's pages for [talking points](#), [answers to frequently asked questions](#), and [barrier busters](#) to help you address flood insurance misconceptions to your clients. Also, stop by our new [Manuals and Publications](#) page for a full list of free resources available to you. Agents love our [Agent Field Guide](#), a quick resource guide that you can print out and keep at your desk or carry with you to help you easily explain flood insurance to your clients wherever you are.

Also don't forget to register for the [Agent Referral Program](#) to get free, qualified leads. Prospective clients who visit [FloodSmart.gov](https://www.floodsmart.gov) can enter their address into the Agent Locator Tool and be connected to an agent in their area from FloodSmart's Agent Referral Program database. Your name will also appear on FloodSmart direct mailings and will be used by the NFIP Referral Call Center.

So before the snow begins to melt, have the flood talk with your clients. Help explain their flood risks and encourage them to financially protect their property by purchasing flood insurance.



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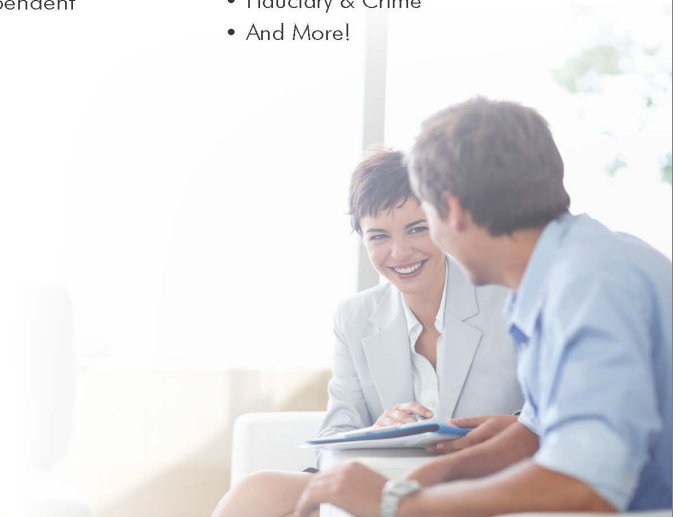
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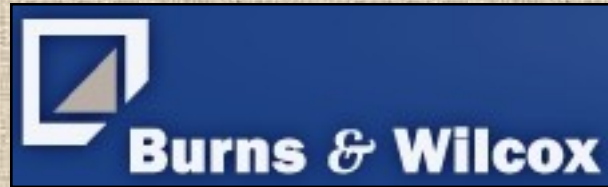
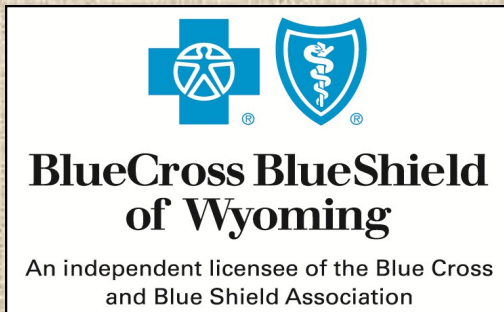
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Cheyenne, WY 82003
307 634-1393
Fax: 307 638-6927
rick.schum@bcbswy.com

Burns & Wilcox, Ltd., UT

Reid Wilson
9815 S. Monroe St., #510
Sandy, UT 84070
801 432-5422
Fax: 801 944-4893
rowilson@burns-wilcox.com

Burns & Wilcox, Ltd., CO

Jimmy Squires, CPCU, ARM
7936 East Arapahoe Ct., Ste 3000
Centennial, CO 80112
303 218-7650
Fax: 303 804-0207
ifsquires@burns-wilcox.com

Capital Premium Financing

Paula Brossman
PO Box 30293
Salt Lake City, UT 84130
800 767-0705
Fax: 800 700-3170
pbrossman@capitalpremium.net

Concorde General Agency, Inc.

Scott Anderson/Bob Hanna
720 28th St. SW, PO Box 10459
Fargo, ND 58106
800-726-1611
Fax: 701 232-6974
info@concorde-ga.com

Dairyland Auto

Mary Campbell, CIC
9003 S. Bear Mountain Dr.
Highlands Ranch, CO 80126
303 683-9035
Fax: 303 471-1530
mary.campbell@sentry.com
kristy.lange@sentry.com
ron.denslow@sentry.com

Fire Pak/Public Entity Pak (Burns Insurance)

Bob McIntyre, CIC
400 Coffeen Ave.
Sheridan, WY 82801
307 675-1015
Fax: 307 675-1016
Bobm@burnsia.com

MetLife Auto & Home

Jack Gillespie
600 6th Ave. N.
Great Falls, MT 59401
406 453-1467
Fax: 866 403-5214
jgillespie@metlife.com

Mountain Region Liberty Mutual

Carrie Little
5975 S. Quebec St., Suite 300
Englewood, CO 80112
720 873-9409
Fax: 720 873-9600
Carrie.Little@LibertyMutual.com

Progressive

Jennifer Napolitano
Julie Maloney
jennifer_B_napolitano@progressive.com
jmalone1@progressive.com

Risk Placement Services,

Casper-Salt Lake City-Scottsdale
Barbara Cote' Barbara_Cote@rpsins.com
Christy Anderson Christine_Anderson@rpsins.com
Peg Mann Peg_Mann@rpsins.com
Natalie Ostler Natalie_Ostler@rpsins.com

Safeco Insurance

Sarah Williams
14123 Denver West Parkway
Golden, CO 80401
605 430-2748
sarah.williams@safeco.com

Travelers Insurance

Julie Moore
6060 South Willow Drive
Greenwood Village, CO 80111
720 200-8185
jamoore@travelers.com

Go to www.awia.com and click on
JOIN for an Affiliate membership ap-
plication

The *Local Agents Serving Main Street America*SM 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*SM, 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"SM 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.

TRAVELERS J



GOLD PARTNER 2013

BEST OF A NATIONAL.

- ✓ All the products you want
- ✓ 24/7 claims
- ✓ Write almost all products online in minutes

BEST OF A REGIONAL.

- ✓ Local relationships
- ✓ Local claims staff
- ✓ 100% dedicated local underwriter

Gold Partner 2013

Safeco Insurance

A Liberty Mutual Company

Safeco Insurance, 1001 4th Ave, Seattle, WA 98154. ©2013 Liberty Mutual Insurance

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 2013





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 Mike Sell at (406) 443-7810 ext. 104 or msell@iamt.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 Mike Sell at (406) 443-7810 ext. 105 or msell@ijamt.org

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



Raffle!

APPLE IPAD AIR

- Apple iOS 7 & 9.7 Retina display
- 16 GB Capacity
- Weighs only 1.05 lbs
- Up to 10 hours of battery life
- Wi-Fi + 4G LTE from your choice of service provider



\$250 WINE.COM GIFT CERTIFICATE

- Choose from over 1,000 varieties of Red, White, Champagne, and Rose wines
- Wine accessories including: glassware, corkscrews, decanters, and aerators
- Sign up for their wine club available in 3, 6, and 12 month options



**Provided by PIA of Kansas and Stroup Insurance Inc*

COLEMAN ROADTRIP PROPANE GRILL

- Fold-up stand with wheels that collapses down to a convenient pack-away size
- InstaStart electronic ignition offers matchless lighting
- Tool holders and side tables built in for easy use
- Includes cast iron griddle accessory



DRAWING IS ON Saturday, March 29, 2014. 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 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

To purchase your raffle tickets contact PIAPAC Chair Liz Luce lizrmca@qwestoffice.net

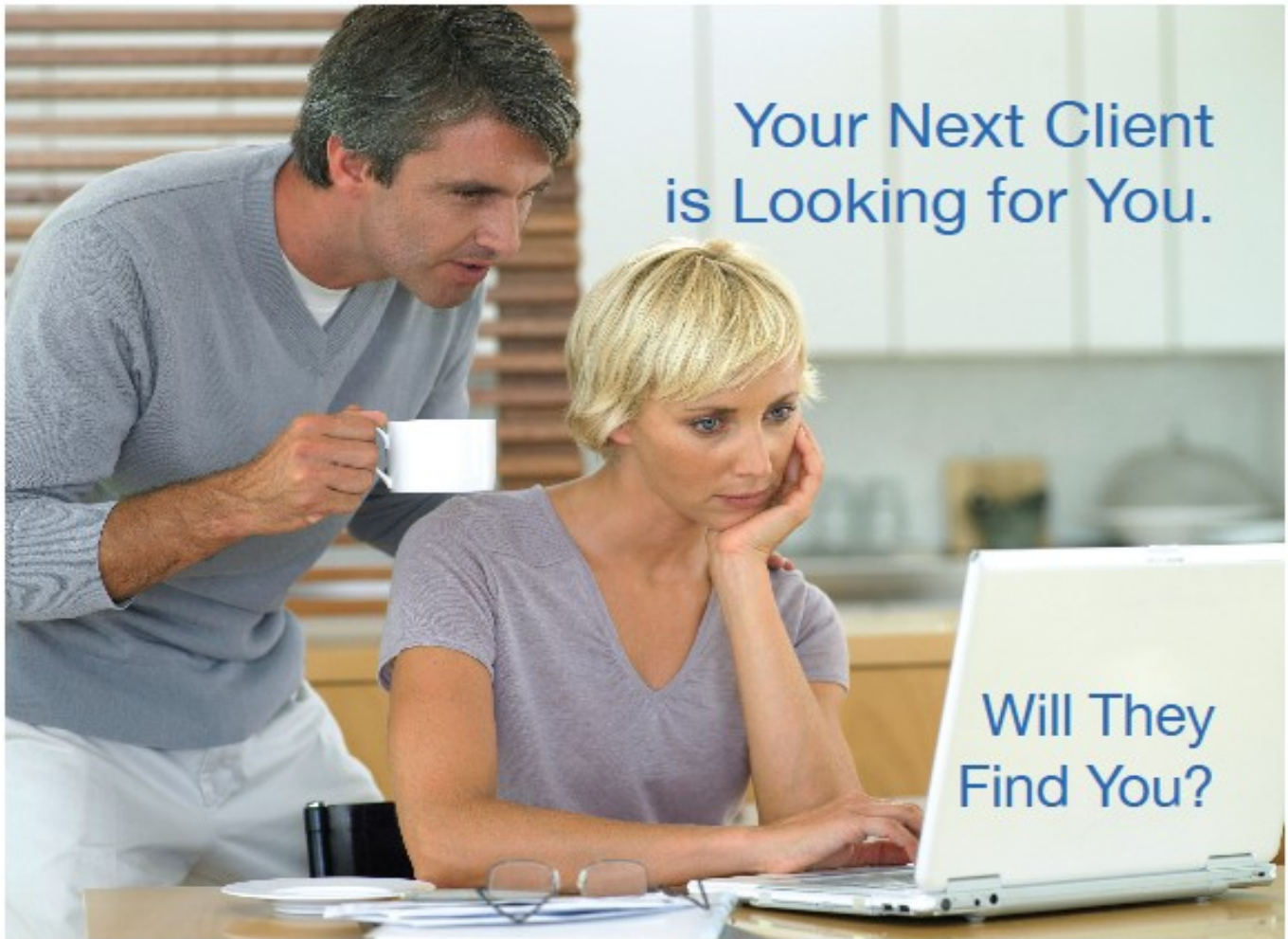
InsurPac 2014

Charles Gulley, BW Insurance Agency
Cheri Krieter, BW Insurance Agency– WY InsurPac Chair
Liz Luce-Rocky Mountain Capital
Susan Worthington, AWIA

PIAPAC 2014

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

go to www.awia.com and click on Advocacy for contribution forms or scroll down to the last 2 pages of this newsletter to print forms



The New TrustedChoice.com

Nearly 75% of personal lines consumers now begin their search for new coverage online. **Will they find you?** TrustedChoice.com helps ensure they will.

With enhanced agency profiles, expanded consumer resources and comparative quoting now available, TrustedChoice.com is unlike any other insurance website. And more new prospects are discovering that difference every month.

Best of all, basic participation is **free to IIABA members** and enhanced programs to help new clients find you are available for a limited time at just \$29 per month.

The sooner you enroll, the sooner you'll be seen – and the more you'll save.

Subscribe Now at ProjectCapMarketing.com





Did you know that DocuSign is used by 11 of the top 15 insurance carriers? DocuSign is the global standard for eSignature® and more than 40 million people around the world have DocuSigned. That's why the IIBA (the Big 'I') has endorsed DocuSign as the [official electronic signature platform](#) for our members.

Discover how you can benefit from DocuSign today:

Accelerate revenue: Reduce the application process by weeks by eliminating faxing, mailing, printing and scanning - for you and your client. Invest your new-found time in expanding your business.

- **Reduce E&O exposure:** Ensure documents are 100% in good order, by guiding applicants through the signing process so no fields, initials, or signatures are ever missed.
- **Delight clients:** Give your clients the convenience to complete documents online in minutes, from any device. The ease of using DocuSign increases client satisfaction and retention.
- **Fits with your existing workflow:** Complete applications, renewals, coverage forms and other documents, then submit the forms to your carriers or save a copy in your agency management system.

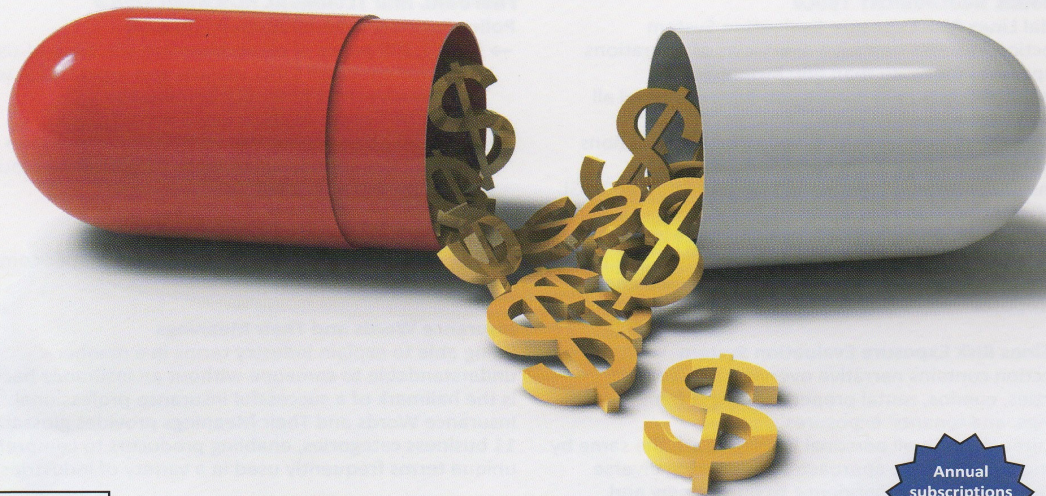
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SLUGGISH SALES? HIGH E&O EXPOSURE?

WE PRESCRIBE THE BIG I ADVANTAGE[®] 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:

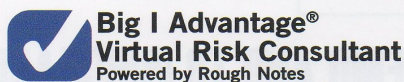
Subscribe annually (or get four years for the price of three). Available online 24/7.

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.



**Association of Wyoming Insurance Agents
60th Annual Convention
June 18 & 19, 2014
Best Western Ramkota-Casper**



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 _____ | |
| | | | |
| | | | |
| | | | |

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

*Agents must be AWIA members to register for convention

Check enclosed payable to AWIA
\$ _____

To pay by Credit Card check here []
and mail or fax to AWIA. You will receive 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- Best Western Ramkota -307 266-6000
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:

Wednesday, June 18, 2014

Golf (Separate registration required) \$90 Tee Times beginning at 11 AM

Fishing (Separate registration required) \$40 Departing at 9 AM

6 PM Company Appreciation Night (Included in Convention Registration) Purchased Separately -\$35

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

Thursday, June 19 2014

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

9:00-Exhibitor Roundtables and Product Presentations

11:30- 1 PM CIC/CISR Conferment Luncheon (Included in Convention Registration) Purchased Separately - \$35

1-4 PM CE—Standing Tall-A Code to Live By (Included in Convention Registration)-\$50 member price \$75 non-member price if purchased separately
The fee is eligible for a Work Force Grant from the State of WY for Wyoming residents.

4 PM AWIA Agent's Closed Session - Free

6:30 PM Cocktails, Dinner and Entertainment (Included in Convention Registration) Purchased Separately -\$50

Three Crowns
Wednesday, JUNE 18, 2014
Golf Registration

NAME _____

I WISH TO PLAY WITH _____

OR PLACE ME IN A FOURSOME []

MY HANDICAP IS _____

GOLF FEE IS \$90 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

Wednesday, JUNE 18, 2014

Fishing Registration

NAME _____

FISHING FEE IS \$40 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 AD-
DRESS IS _____

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

*****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)

- | | | | |
|--|--|--|--|
| <input type="checkbox"/> \$3,000 Millennium Club | <input type="checkbox"/> \$1,000 Centennial Club | <input type="checkbox"/> \$250 Pioneer Club | <input type="checkbox"/> \$100 Young Agent |
| <input type="checkbox"/> \$2,500 Platinum Club | <input type="checkbox"/> \$500 Gold Club | <input type="checkbox"/> \$170 Founders Club | <input type="checkbox"/> \$_____ (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.