

**CONVENTION REGISTRATION**

- [Click here for Convention Registration information](#)

**NEEDED!!!** Energetic, Organized, Enthusiastic individual to be the Executive Vice President for the Association of Wyoming Insurance Agency. (AWIA) Duties involve but are not limited to planning and running the annual convention, keeping the board of directors organized, general operations of AWIA and other duties as assigned by the board of directors. Position is PART TIME and on an Independent Contractor basis. Position is not an EMPLOYEE of the Association. Compensation to be determined based on experience. Knowledge and understanding of independent agents in Wyoming a plus, great personality is a must. Those interested in applying please forward your resume and letter of interest to [awia@vcn.com](mailto:awia@vcn.com) with EXEC VP RESUME in the subject line. An application will be forwarded to you after reviewing your resume and letter of interest.

Inside this Issue

IIABA ND Report	2
EVP Report	3
Nominte your CSR	4
OCSRY Entry	5&6
Board & Ins Dept	8
Partners	9
Affiliate Members	11
F&O Info	16
PIAPAC & InsurPac	18
Virtual Risk Consultant	19
InsurPac & PIAPAC forms	22 & 23



March 15, 2016



**President's Report**

Where does the time go! I cannot believe we are at mid-March. As the first quarter of the year ends, your board is typically only focused on two things; what just raveled or unraveled at during the legislature and convention.

First and foremost; I would like to once again thank Mary Lynne Shickich for her hard work. It is very difficult to be up to date on all the things that happen during a legislative session. Having a

dedicated lobbyist is both helpful if you are supporting an issue and to



**Chad Craig, CIC, CLCS**

make sure bills do not creep up that can have an effect on our indus-

try. Mary Lynne does both and the board certainly appreciates her. As for the activity, the capital building is closed due to renovations, which meant that they were in a completely different building that was unfamiliar to all. The stories from both the legislature and lobby gave me the impression that it took a fair amount of time to get rid of the fish-out-of-water feeling. This year the legislature had a handful of difficult

*(Continued on page 3)*

**PIA National Director's Report**

PIA's agency-company council, The PIA Partnership, has done research confirming that small business owners overwhelmingly prefer do business with professional insurance agents but also need us to be digitally engaged. PIA has developed tools for agents to successfully compete the direct writer. More information can be found on the PIA

website [www.pianet.com](http://www.pianet.com)

The Hartford also offers PIA members access to their own custom flood quoting portal via Floodbroker.com. The Hartford Flood program offers an easy enrollment process, competitive commissions and allows you to broaden your offerings to customers who are in areas susceptible to flooding.

*(Continued on page 2)*



**Liz Luce, ARM, AAI**

Partners 2015

Diamond

Your name  
here in 2016

Platinum

Acuity

Liberty Mutual/

Safeco

Gold

Allied Insurance

Travelers

Silver

Blue Cross Blue Shield  
Burns & Wilcox, LTD-

Capital Premium

Financing

Concorde General

Dairyland Auto

Fire/EMS Pak-Burns

Insurance

Progressive

Risk Placement Services

United Fire Group

Bronze

EMC Insurance

Companies

Met Life Auto and Home



Tony Schebler, CIC

I am excited that it appears that winter is finally ending in Wyoming, the snow has melted and the wind continues to blow. Even though the snow has melted we all know that it most likely will reappear again and maybe again in the next 2 months, that is why we enjoy living here. Things at the Big I continue to move forward. At the January meeting some of the things that I reported in my last newsletter article were brought to the forefront again. The number 1 challenge facing the association continues to be mergers and acquisitions which affect membership and use of association products and services. The Big I is

IIABA NATIONAL DIRECTOR

continually looking at products and services that can be of value to our agencies, in addition current products and services are being evaluated to see if some of them are now longer needed. The IIABA Executive Committee is working on creating more collaboration and cooperation between the IIABA and State Associations to increase our efficiencies and we will have to work collectively to address the issues facing our associations and industry.

There are many things facing our industry this year, this is especially critical because it is an election year, NARAB II is in the process of being implemented. There has been a delay in the implementation of the Affordable Care Act's excise tax ("Cadillac Tax") and there are efforts being made to repeal the tax. The Big I is currently working

against the expanding of the Risk Retention Act and there is being work done on the Federal Crop Insurance Program and the Flood Insurance program. Next month I will be traveling to Washington to attend the IIABA Legislative Conference, I already have meetings set up with both Senators Barrasso and Enzi and Congressman Lummis to discuss concerns of our industry.

Finally, I would like to report that InsurPac reached a record of \$1,060,000 in 2015, being an election year I would like to encourage all of my fellow agents to contribute to InsurPac this year and to do it early. It will take a lot of money to support candidates that embrace the values of our organization.



PIA National Director's Report

(Continued from page 1)

Check it out.

April 6<sup>th</sup> begins the Federal Legislative Summit. While visiting with our legislators, PIA information folders will include our stance on protecting state regulation of insurance, pushing for reauthorization of the National Flood Insurance Program, continued efforts in the healthcare arena and ensuring that we are represented on the board of the Na-

tional Insurance Producer Registry (NIPR).

PIA has a young cutting edge legislative staff (well, "young" to me...they are under age 40 or at least look like they are). Their enthusiasm is palatable. PIAPAC contributions allow them to attend functions of key legislators and bend their ear. Please consider even a \$20 contribution this year. Every dollar makes a difference and if the management of every agency gave

\$20 and the CSR's gave \$10 or even \$5, can you imagine the impact our voices would have? And, if you give \$20, it will buy a raffle ticket with an opportunity to win a \$750 gift card or a \$250 gift card or Maine lobster!

As always, if you have questions or would like me to carry a message to our legislators, drop me a line via email at [lizrrmca@qwestoffice.net](mailto:lizrrmca@qwestoffice.net) or call me at 635-2491.



**President's Report**

*(Continued from page 1)*

challenges to tackle. Most of the activity was related to figuring out the budget and the short list of activity regarding insurance related did not give the board many things to discuss or worry over. Of the 6 insurance related bills, three failed on introduction and the remaining three were health insurance cleanup bills. Lack of concern regarding insurance law this year meant that the Shrimp Bash was a blast. Those who attended were able to simply interact in a

different way with the insurance commissioner and legislators. The turnout was great and the mood in the room was light.

After the legislative issues are wiped away, convention is the hot topic. Please join us in Cheyenne this year on June 14, 15, 16. The convention will be held at the Radisson. Don't worry, I did not know where the Radisson is either. It's the old Holiday Inn next to interstate 80. The name has changed there but the location stays the same. Come early and

get your ethics credits taken care of on Tuesday. As always, we will have some fun activities to encourage relationship building on Wednesday. Whether you like fun in the sun out on the lake or golfing at the Country Club, we have you taken care of. Both events will surely be a blast. I promise good weather so have no fears for either preference. Thursday we will have some exciting CE and meetings followed by a very talented Thursday night entertainment event. Don't plan on leaving early because you will be disappointed

if you do. Information and registration forms can be found at [www.awia.com](http://www.awia.com) and clicking on the Education/Events tab then clicking on convention. I look forward seeing you all there!

Last, please remember to support INSURPAC and PIAPAC. These organizations are your industries eyes, ears, and voice with our political leaders. Have a great second quarter, see you in June!



**Executive Vice President's Report**

**Young Agent Scholarship**

We held another successful Shrimp Bash on February 15th. This event has been sponsored every year since 1981 by AWIA and NAIFA-WY. It keeps our name and face in front of our legislators. Thank you to those who faithfully attend and to new attendees. You help make it a success.

The convention registration link is on the front page of this newsletter. I hope you will take a few minutes to make your room reservations and let us know if you plan to at-

tend. We have a great program planned including 3 hours of ethics training on Tuesday, June 14. Bill Wilson from IIABA will be presenting a 3 hour CE program on Thursday morning that you should not miss and we will cap the evening off with a visit from The Man in Black, a Johnny Cash Tribute Show.

CISR classes are posted on the web site and it is not too early to register.

Nominate your CSR for Outstanding CSR

of the Year Award. Nomination and entry forms are on pages 4, 5 & 6. You know how important they are, let them know too.

As you plan your education needs for 2016; please take a look at the online classes offered through AWIA. We have a wide variety of live webinars that do not require an exam including ethics, flood, several CSR training classes and some environmental classes.



**Scholarships for Young Agents are available for our Annual Convention registration fees. Follow the convention registration link on page 1 for more information. The scholarships are limited so apply early.**

# Nominate & Win!

You or someone you know may be the next Outstanding CSR of the Year<sup>®</sup>!

## Nominate the National Winner and Receive a \$1,000 cash award!

Nominations are now being accepted in all 50 states, Puerto Rico, and the Virgin Islands for the 2016 National Outstanding CSR of the Year. This award is the highest honor for insurance customer service representatives who have distinguished themselves through contributions to their industry and profession.

Open to everyone regardless of affiliation or professional designation, candidates must:

- Be an insurance customer service representative, or have primary responsibility for customer service duties.
- Write an essay of no more than two pages double-spaced (approximately 1,000 words) on the following topic: **"Many in our industry came into insurance by chance, but have built a career by choice. How did you come into the industry, and what are four reasons you stayed and built a career?"**
- Submit letter(s) of recommendation from a professional reference(s).

To make your nomination, please complete this form and email, mail, or fax it today so your nominee may be contacted.

NOTE: You may nominate yourself. All essay entries become property of The National Alliance, inclusive of permission to reprint. Deadline for all materials (including essay) is **May 1, 2016**.

### What are the rewards of winning?

Nominees will first compete on a state level. State winners will automatically be entered into the national competition.

State Winners Will Receive—

- Framed Certificate of Achievement
- State recognition
- Advancement to national competition

Four National Finalists Will Receive—

- \$500 cash award
- National recognition
- Gold and garnet pin

National Award Recipient Will Receive—

- \$2,000 cash award
- Gold and diamond pin
- Employer receives a scholarship to a National Alliance program
- Nominator receives a \$1,000 cash award



### NOMINATION FORM\*

Please print or type.

My Nominee's name is \_\_\_\_\_

Nominee's designations (if any) \_\_\_\_\_

Years of experience \_\_\_\_\_

Position \_\_\_\_\_

Agency/Company \_\_\_\_\_

Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Telephone ( ) \_\_\_\_\_

Fax ( ) \_\_\_\_\_

Email \_\_\_\_\_

### Nominator Information\*

\* You may nominate yourself.

Your Name \_\_\_\_\_

Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Telephone ( ) \_\_\_\_\_

Fax ( ) \_\_\_\_\_

Email \_\_\_\_\_

Please  DO  DO NOT mention my name when corresponding with the nominee.

### Return this form to:

Association of Wyoming Insurance Agents  
 307 Main St.  
 Sundance, WY 82729-0799  
 Ph: 307-283-2052 • Fax: 775-796-3122  
 Email: awia@vca.com



Sponsored by The National Alliance for Insurance Education & Research

# Compete & Win!

## You or someone you know may be the next Outstanding CSR of the Year<sup>®</sup>!

Congratulations! It is a tribute to your abilities and professionalism to have been nominated for this prestigious state and national award.

Open to everyone regardless of affiliation or professional designation, candidates must:

- Be an insurance customer service representative, or have primary responsibility for customer service duties.
- Write an essay of no more than two pages double-spaced (approximately 1,000 words) on the following topic: **"Many in our industry came into insurance by chance, but have built a career by choice. How did you come into the industry, and what are four reasons you stayed and built a career?"**
- Submit letter(s) of recommendation from professional reference(s).

To complete your entrance into the competition, please complete this form and return it with your essay by **May 1, 2016**. All essay entries become property of The National Alliance, inclusive of permission to reprint.



### Candidate Information (you may nominate yourself)

Please print or type.

Name \_\_\_\_\_

Designations (if any) \_\_\_\_\_

Years of experience \_\_\_\_\_ Current Job Title \_\_\_\_\_

Agency/Company \_\_\_\_\_

Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Telephone ( ) \_\_\_\_\_ Fax ( ) \_\_\_\_\_

Email \_\_\_\_\_

### References – Two insurance business references are required (e.g., clients or industry colleagues)

1. Name \_\_\_\_\_

Agency/Company \_\_\_\_\_ Email \_\_\_\_\_

Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_ Telephone ( ) \_\_\_\_\_

2. Name \_\_\_\_\_

Agency/Company \_\_\_\_\_ Email \_\_\_\_\_

Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_ Telephone ( ) \_\_\_\_\_

Continued...

THIS AWARD IS SPONSORED BY THE NATIONAL ALLIANCE FOR INSURANCE EDUCATION & RESEARCH

### Outstanding CSR of the Year Competition Entry Form...continued.



#### Education/Involvement/Achievement (attach additional paper if needed)

Please print or type.

Formal Education:

---

---

---

Insurance-Related Education (within last 2 years)

---

---

---

Insurance Awards/Honors/Affiliations (within last 2 years)

---

---

---

Community Involvement/Awards/Honors (within last 2 years)

---

---

---

Significant Contributions to Business/Coworkers (within last 2 years)

---

---

---

#### Return this form with completed essay to:

Association of Wyoming Insurance Agents • 307 Main Street • Sundance, WY 82729-0799 • 307-283-2052  
Fax: 775-796-3122 • Email: awia@vca.com • **Deadline for receipt of all materials is May 1, 2016.**

#### Awards

Nominees will compete first on a state level. Each state winner will automatically be entered into the national competition.

**State Winners:** Framed Certificate of Achievement; state recognition; advancement to national competition

**4 National Finalists:** \$500 cash award; national recognition; gold and garnet pin

**National Award Recipient:** \$2,000 cash award; gold and diamond pin; employer receives a scholarship to a National Alliance program; nominator receives a \$1,000 cash award

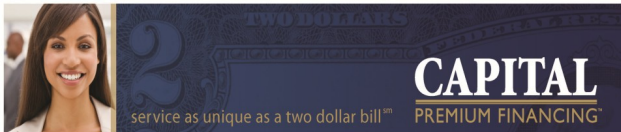
## Silver Partner 2015

INCREASE YOUR REVENUE!

It's easy. Ask us how.

With exclusive profit sharing programs, financing insurance premiums has never been so easy or so profitable.

We finance. Insureds benefit. You profit.



Several plans available. Contact us today for details.

1-800-767-0705

agencyrelations@capitalpremium.net

www.capitalpremium.net

## Silver Partner 2015



### BlueCross BlueShield of Wyoming

An independent licensee of the Blue Cross and Blue Shield Association

Rene Fenton

307 432-2817

## Silver Partner 2015



**Burns & Wilcox**

### Burns & Wilcox makes the hard-to-place easy

We are one of the largest independent wholesale brokers and underwriting managers.

- Professional
- Transportation
- Brokerage
- General Liability
- Property

**Burns & Wilcox is the leader in global wholesale insurance.**

**Salt Lake City**  
9815 S. Monroe Street  
Suite 510  
Sandy, UT 84070  
P: 801.432.5422  
F: 801.944.4893

**Las Vegas**  
3773 Howard Hughes  
Parkway, Suite 320N  
Las Vegas, NV 89169  
P: 702.696.1525  
F: 702.732.2153

**Reno**  
5190 Neil Road  
Suite 540  
Reno, NV 89502  
P: 775.786.6061  
F: 775.786.6041



www.burnsandwilcox.com



## CONCORDE GENERAL AGENCY

Connecting Agents with  
*Specialty* Insurance Programs

www.cgains.com | 1.800.726.1611

*We'll Find a Way.*

Personal Lines | Farm & Ranch | Commercial



## Silver Partner 2015



*The Right Choice!*

**Burns Insurance Agency, Inc.**

**For More Information, call Wyoming FIRE/EMS PAK  
Bob McIntyre - Program Director - 1-307-675-1015**

Policies are issued by Continental Western Insurance Company,  
a member of the

**Continental Western Group®**



## Silver Partner 2015

# DAIRYLAND AUTO

Mary Campbell

303 683-9035

## Silver Partner 2015



**Thank You Wyoming!**

We appreciate your business!

Wyoming brokers can expect excellent service and unsurpassed carrier access for all Excess and Surplus Lines from our Casper and Salt Lake City offices.

What can we do for you today? Call us at:

**Casper, WY**  
307.265.3570

**Salt Lake City, UT**  
800.458.9818  
800.453.3156

- Contractors
- Bars and Taverns
- Day Care
- Environmental
- EPLI
- D&O and E&O
- Trucking
- Garage and GKLL
- Cargo
- Manufacturing
- Products & Completed Ops
- Homeowner's
- Dwellings
- Vacant and Seasonal
- Umbrella and Excess Limits
- Personal Articles Floater
- Watercraft
- And More!



**Your Wholesaler of Choice** | RPSins.com



Visit [pianet.com](http://pianet.com) for member benefits from PIA National

Have you visited the PIA web site to learn what benefits are available to you as an AWIA member? Discounts, products, logo information, branding programs, help with web sites. Please make your membership count.

<http://pianet.com/benefits/overview>



**Silver Partner 2015**

**PROGRESSIVE®**

**JENNIFER NAPOLITANO**

800 274-4055 X54429

[JNAPOLI@PROGRESSIVE.COM](mailto:JNAPOLI@PROGRESSIVE.COM)

**Silver Partner 2015**



**Robin Feist**

406 227-5919

[rfeist@unitedfiregroup.com](mailto:rfeist@unitedfiregroup.com)

**We get you.**

We understand what agents want and we're committed to giving you the tools you need to grow your agency.

Nationwide is proud to support The Association of Wyoming Insurance Agents.

To learn more, visit [nationwide.com](http://nationwide.com).

**2015 Gold Partner**



**Nationwide®**  
is on your side



**Important AWIA Contact Information**

**Executive Board**

**President**

Chad Craig, CIC, CLCS (Jenny)  
 USI Insurance  
 PO Box 1388  
 Cheyenne, WY 82003  
 635-4231  
[chad.craig@usi.biz](mailto:chad.craig@usi.biz)

**President Elect**

Zach Clark, CIC (Jennifer)  
 Wyoming Financial Insurance  
 542 Running W Drive  
 Gillette, WY 82717  
 686-0313  
[zclark@weres.com](mailto:zclark@weres.com)

**Vice President**

Bryan Stevens  
 AAA Mountain West  
 2316 Dell Range Blvd., Ste B  
 Cheyenne, WY 82009  
 634-8861  
[bstevens@mtw.aaa.com](mailto:bstevens@mtw.aaa.com)

**Secretary-Treasurer**

Brett Anderson  
 Burns Insurance Agency, Inc.  
 237 Storey Ave Ste 200  
 Cheyenne, WY 82201  
 634-5757  
[bretta@burnsia.com](mailto:bretta@burnsia.com)

**PIA National Director**

Elizabeth B. Luce, ARM, AAI (Greg)  
 Rocky Mountain Capital  
 PO Box 248  
 Cheyenne, WY 82003  
 635-2491  
[lizmca@qwestoffice.net](mailto:lizmca@qwestoffice.net)

**IIABA National Director**

Tony Schebler, CIC (Julie)  
 USI Insurance  
 PO Box 2680  
 Mills, WY 82644  
 266-6568  
[tony.schebler@usi.biz](mailto:tony.schebler@usi.biz)

**Executive Vice President**

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

**Board**

Sherri Wilkinson, CISR (Troy)  
 Rams Head Financial Services  
 PO Box 472  
 Greybull, WY 82426  
 765-4419  
[swilkinson@bighornfederal.com](mailto:swilkinson@bighornfederal.com)

Max Carre', CISR (Yvette)  
 Burns Insurance Agency, Inc.  
 237 Storey Blvd. Ste. 200  
 Cheyenne, WY 82009  
 634-5757  
[maxc@burnsia.com](mailto:maxc@burnsia.com)

Daniel York (Nikki)  
 Tegeler & Associates  
 PO Box 687  
 Douglas, WY 82633  
 358-4527  
[dyork@tegelerinsurance.com](mailto:dyork@tegelerinsurance.com)

**Ex-Officio**

Bob McIntyre, CIC (Cynthia)  
 Burns Insurance Agency, Inc.  
 400 Coffeen Ave.  
 Sheridan, WY 82801  
 675-1015  
[bobm@burnsia.com](mailto:bobm@burnsia.com)

**Wyoming Insurance Department  
 Telephone List**

- Austin, Renee ..... 777-7319  
Licensing Supervisor
- Case, Ruth ..... 777-7402  
Consumer Affairs Specialist
- Chafin, Deanna ..... 777-7319  
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
- Glause, Tom ..... 777-7401  
Insurance Commissioner  
tom.glause@wyo.gov
- Johnson, Linda L. .... 777-5619  
Chief Financial Examiner
- Olsen, Nancy ..... 777-7402  
Consumer Affairs Specialist
- Patch, Brenda ..... 777-2447  
Senior Policy and Planning Analyst-Health
- Rude, Jeff ..... 777-7401  
Deputy Insurance Commissioner
- Schildmeier, Todd ..... 777-7402  
Consumer Affairs Specialist
- Stewart, Donna ..... 777-7308  
Policy & Planning Analyst

**Wyoming Insurance Department**

Mail: 106 East 6th Avenue  
 Cheyenne, WY 82002



**Important  
 Phone  
 Numbers**

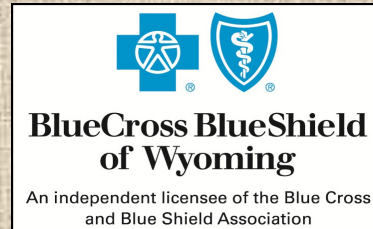
Print This Page So You Always Have  
 Up-to-date phone numbers

To add your support to  
**InsurPac & PIAPAC** go  
 to our web site  
[www.awia.com](http://www.awia.com) and click  
 on Advocacy for the con-  
 tribution forms or go to  
 pages 22 & 23 in this  
 newsletter. Any amount  
 is appreciated. Let's  
 show them Wyoming  
 Agents want to be heard

**Standing Committees**

- Education & Mountain Plains ..... Susan Worthington ..... 283-2052
- Grievance ..... Bob McIntyre ..... 675-1015
- Membership.....
- Legislature/WIALAC ..... Nancy Stichert, Darren Hart..... 265-0144
- Financial, Budget & Audit .....
- ISO/ACORD/Mid-America ..... Zach Clark ..... 686-0313
- Liaison with Commissioner.....
- InsurPac ..... Cheri Krieter ..... 686-0313
- PIAPAC ..... Liz Luce ..... 635-2491
- Young Agents ..... Chad Craig ..... 367-2154
- Technology & Planning.....

2015 PARTNERS



# ACUITY

## PLATINUM PARTNER

### 2015



TREVOR VOTRUBA (307) 438-3521

[TREVOR.VOTRUBA@ACUITY.COM](mailto:TREVOR.VOTRUBA@ACUITY.COM)

AWIA Affiliate MembersPlease thank these people for their support of your association**Acuity**

Trevor Votruba  
2800 S. Taylor Drive  
Sheboygan, WI 53081  
307 438-3521  
[trevor.votruba@acuity.com](mailto:trevor.votruba@acuity.com)

**Allied Insurance**

Ali Blaylock  
8777 N. Gainey Center Drive  
Scottsdale, AZ 85258  
303 843-4601  
[BLAYLA1@nationwide.com](mailto:BLAYLA1@nationwide.com)

**Beacon Hill Associates**

Tim Morgan/Roby Davidson  
PO Box 1532  
Charlottesville, VA 22902  
800 596-2156  
[tmorgan@b-h-a.com](mailto:tmorgan@b-h-a.com)

**Blue Cross Blue Shield of Wyoming**

Rick Schum  
PO Box 2266  
Cheyenne, WY 82003  
307 634-1393  
Fax: 307 638-6927  
[rick.schum@bcbswy.com](mailto:rick.schum@bcbswy.com)  
[rene.fenton@bcbswy.com](mailto:rene.fenton@bcbswy.com)

**Burns & Wilcox, Ltd., UT**

Tiffany Van Ry  
280 South 400 West, Suite 200  
Salt Lake City, UT 84101  
Fax: 801 944-4893  
[tavanry@burns-wilcox.com](mailto:tavanry@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](mailto:pbrossman@capitalpremium.net)

**Concorde General Agency, Inc.**

Melanie Elsner  
720 28th St. SW, PO Box 10459  
Fargo, ND 58106  
701 373-8923  
Fax: 701 373-0923  
[info@concorde-ga.com](mailto:info@concorde-ga.com)

**Dairyland Auto**

Mary Campbell, CIC  
9370 Burgundy Circle  
Highlands Ranch, CO 80126  
303 683-9035  
Fax: 303 471-1530  
[mary.campbell@sentry.com](mailto:mary.campbell@sentry.com)  
[kristy.lange@sentry.com](mailto:kristy.lange@sentry.com)  
[ron.denslow@sentry.com](mailto:ron.denslow@sentry.com)

**EMC Companies**

Keith Robison  
5445 Denver Tech Center Parkway Ste 320  
Greenwood Village, CO 80111  
720 200-3712  
[keith.k.robison@emcins.com](mailto:keith.k.robison@emcins.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](mailto:Bobm@burnsia.com)

**Genesee General of Colorado**

Chelsea Stallings  
390 Interlocken Crescent, Ste 140  
Broomfield, CO 80021  
303 867-7572  
[cstallings@geneseeins.com](mailto:cstallings@geneseeins.com)

**Imperial PFS**

Colleen Marley  
12596 W. Bayaud Ave. Ste 120  
Lakewood, CO 80228  
303 988-3443  
[colleen.marley@ipfs.com](mailto:colleen.marley@ipfs.com)

**Liberty Mutual Mountain Region**

T. Carrie Little  
5975 S. Quebec Street, Ste 300  
Centennial, CO 80111  
307 620-2474  
[carrie.little@libertymutual.com](mailto:carrie.little@libertymutual.com)

**Premium Assignment Corp (PAC)**

12812 Newport Way  
Thornton, CO 80602  
720 202-1629

**Progressive**

Jennifer Napolitano  
800 274-4055 x 54429  
[jennifer\\_B\\_napolitano@progressive.com](mailto:jennifer_B_napolitano@progressive.com)

**Risk Placement Services,**

Casper-Salt Lake City-Scottsdale  
Barbara Cote'  
[Barbara\\_Cote@rpsins.com](mailto:Barbara_Cote@rpsins.com)

**Safeco Insurance**

Sarah Williams  
14123 Denver West Parkway  
Golden, CO 80401  
605 430-2748  
[sarah.williams@safeco.com](mailto:sarah.williams@safeco.com)

**Travelers Insurance**

Tim Bishop  
6060 South Willow Drive  
Greenwood Village, CO 80111  
720 200-8104  
[trbishop@travelers.com](mailto:trbishop@travelers.com)

**United Fire Group**

Carla Johnson  
7301 N. Federal Blvd, Ste. 200  
Westminster, CO 80030  
720 955-6124  
[cdjohnson@unitedfiregroup.com](mailto:cdjohnson@unitedfiregroup.com)

**JOIN TODAY**

# 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](http://libertymutualgroup.com/business)

## Platinum Partner 2015

©2013 Liberty Mutual Insurance, 175 Berkeley Street, Boston, MA 02116



# TRAVELERS



## GOLD PARTNER 2015

## The Local Agents Serving Main Street America<sup>SM</sup> Story

**Local Agents.** That's what PIA members are. Professional Insurance Agents who are members of their communities.

But PIA members are more. PIA members are friends who help their neighbors protect what they value most: their homes, their automobiles, their businesses, their assets—their very way of life.

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

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

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

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

PIA members are already well-known in their communities. After all, they are local agents.

PIA members are sponsors of the local Little League team, volunteer fundraisers for a host of local charities and active members in many local civic organizations. When there's a crisis, PIA members help their neighbors. When there's a need, PIA members are there.

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

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

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

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

**Safeco Insurance**  
A Liberty Mutual Company

**Car, boat, motorcycle,  
or RV, Safeco can  
cover whatever you've  
got going.**

**Platinum Partner 2015**

HOME AUTO MOTORCYCLE BOAT RV DO MORE.®

Safeco Insurance, with a principal place of business in Boston, Massachusetts. ©2014 Liberty Mutual Insurance. The use of Olympic Marks, Terminology, and Imagery is authorized by the U.S. Olympic Committee pursuant to Title 36 U.S. Code Section 220506.

Trusted Choice



Win a  
**VISA**  
 Gift Card



**WIN:**  
 \$750 Gift Card  
 \$250 Gift Card or  
 Maine Lobster  
 (valued at \$250)  
 Donated by Maine Affiliate

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

**Drawing will be held on  
 Saturday, April 9, 2016 at the PIA  
 National Board Meeting.**

Contact Liz Luce [.lizrrmca@qwestoffice.net](mailto:lizrrmca@qwestoffice.net) 635-2491

or

AWIA office [awia@vcn.com](mailto:awia@vcn.com) 283-2052 to  
 purchase your tickets



### **Winner need not be present to win**

All proceeds benefit the Professional Insurance Agents Political Action Committee. Drawing will be held Saturday, April 9 at the PIA Board of Directors meeting. Winners do not need to be present. See Jennifer White 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.



**SHRIMP BASH 2016**





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 IIAA 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 Kerri Emmons at (406) 442-9555 ext. 105 or [kemmons@iamt.org](mailto:kemmons@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 sepa-

rate 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 Kerri Emmons at (406) 442-9555 ext. 105 or [kemmons@iiamt.org](mailto:kemmons@iiamt.org)

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

#### **E&O Tips Regarding Certificates**

**NEEDED!!!** Energetic, Organized, Enthusiastic individual to be the Executive Vice President for the Association of Wyoming Insurance Agency. (AWIA) Duties involve but are not limited to planning and running the annual convention, keeping the board of directors organized, general operations of AWIA and other duties as assigned by the board of directors. Position is PART TIME and on an Independent Contractor basis. Position is not an EMPLOYEE of the Association. Compensation to be determined based on experience. Knowledge and understanding of independent agents in Wyoming a plus, great personality is a must. Those interested in applying please forward your resume and letter of interest to [awia@vcn.com](mailto:awia@vcn.com) with EXEC VP RESUME in the subject line. An application will be forwarded to you after reviewing your resume and letter of interest.

## **InsurPac 2015**

**Joanna Akers-First State Insurance, Member of Burns Insurance**  
**Mark Anderson-Burns Insurance Agency**  
**Mary Campbell-Dairyland Auto**  
**Max Carre'-Burns Insurance Agency**  
**Zach Clark-Wyoming Financial Insurance**  
**Charles Gulley-BW Insurance Agency**  
**Trudy Godwin-Burns Insurance Agency**  
**Kory Hill-Wyoming Financial Insurance**  
**Cheri Krieter-Wyoming Financial Insurance- WY InsurPac Chair**  
**Liz Luce-Rocky Mountain Capital**  
**Bob McIntyre-Burns Insurance Agency**  
**Tim Moss-HUB International**  
**Tony Schebler, USI Insurance**  
**Sherri Wilkinson-Rams Head Financial Corp.**  
**Susan Worthington-AWIA**  
**Cec Zebre, HUB International**

## **PIAPAC 2015**

**Joanna Akers-First State Insurance, Member of Burns Insurance**  
**Max Carre'-Burns Insurance Agency**  
**Zach Clark-Wyoming Financial Insurance**  
**Darren Hart-HUB International**  
**Cheri Krieter-Wyoming Financial Insurance**  
**Liz Luce-Rocky Mountain Capital-WY and National PIAPAC Chair**  
**Nancy Stichert-Tegeler & Associates**  
**Susan Worthington-AWIA**

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

# SLUGGISH SALES? HIGH E&O EXPOSURE?

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



Annual  
subscriptions  
start at  
\$250!

### VRC Facts

#### Active ingredients:

- Commercial and personal risk assessment tools (Exposure identification surveys and coverage checklists)
- Coverage reference resources and proposal tools (PF&M, ACORD forms, insurance glossary)
- Marketing and prospecting tools (Client letter templates and web site content)

#### Use:

Use liberally for relief of lethargic agency sales and lack of producer confidence.

#### Dosage:


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

#### Side effects:

- Dizzying improvement in knowledge and professionalism of agency staff.
- Inoculation against E&O claims from failing to offer proper coverage or identify customer exposure.
- Rejuvenated content to market your agency's services.

**Warning:** Prolonged exposure to VRC will result in agency success.

*Available for purchase exclusively to Big "I" members  
over the counter at [www.iiaba.net/VRC](http://www.iiaba.net/VRC).*

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

 **BIG I ADVANTAGE<sup>®</sup>**

## SUPPORT PIAPAC TODAY!

### Professional Insurance Agents Political Action Committee Contribution Form

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

Address: \_\_\_\_\_ City, State, Zip: \_\_\_\_\_

Phone: (\_\_\_\_) \_\_\_\_\_ Email: \_\_\_\_\_

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

- |   |   |   |
|---|---|---|
| <input type="checkbox"/> <b>\$2000</b> President's Platinum | <input type="checkbox"/> <b>\$1500</b> President's Gold | <input type="checkbox"/> <b>\$1000</b> President's Silver |
| <input type="checkbox"/> <b>\$750</b> President's Circle    | <input type="checkbox"/> <b>\$500</b> Chairman's Caucus | <input type="checkbox"/> <b>\$250</b> Leadership Circle   |
| <input type="checkbox"/> <b>\$100</b> Century Club          | <input type="checkbox"/> \$ _____, Other                |   |

I would like to join the following club with my contribution pledge in the amount of:

- |   |  |
|---|--|
| <input type="checkbox"/> <b>\$166.66/month</b> (President's Platinum, \$2000) | <input type="checkbox"/> <b>\$125 /month</b> (President's Gold, \$1500+)   |
| <input type="checkbox"/> <b>\$83.33 /month</b> (President's Silver, \$1000+)  | <input type="checkbox"/> <b>\$62.5 /month</b> (President's Circle, \$750+) |
| <input type="checkbox"/> <b>\$41.66/month</b> (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 donation to (circle one) personal / sole proprietorship / partnership / corporate\*  
check or credit card

Please make all checks made payable to PIAPAC

Please charge my:  Visa  MasterCard  American Express

**\*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.**

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

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

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

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

Please note that contributions over \$200 a year require the following information per federal election law:

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

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

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.

**PIAPAC, 400 North Washington Street, Alexandria, Virginia 22314**  
For more information, please contact Jennifer White  
at [jenniferwh@pianet.org](mailto:jenniferwh@pianet.org), 703-518-1364 (phone) or 703-836-1279 (fax)

2014GenCon



**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 Platimm Club     \$500 Gold Club     \$150 Founders Club     \$\_\_\_\_\_(Other)

**OR**

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

- Start Month: \_\_\_\_/\_\_\_\_/2015     \$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.