

Next Event **CONVENTION** ~ June, 20-22, 2023

www.awia.com

awia@vcn.com

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Cheyenne, WY 82003

307-201-4801

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**Joanna Akers — AWIA President**

**Joanna Akers
President**

Here we are in March, and it is still acting like a lion. Not sure if acting like a lamb is in the cards either. Maybe this year the lion ate and lamb and so it goes.

We have finalized the place and dates for this year's AWIA convention. It will be at the Best Western in Sheridan on June 20, 21, and 22. We will

have Golf at the Kendrick Golf Course and Fishing at Tongue River on a pontoon. We will have CE planned. Breakfast with the Commissioner, as well as an update from the Commissioner's office and more for you to enjoy.

If you need to fly to get to this destination, please consider Billings airport. It is a simple drive on I 90 A very easy route to take. This is a beautiful area with lots of things to do, so please join us in June. If you have any questions, please reach out to us and we will get them answered for you.

During the Legislative session AWIA and the Insurance Commissioner's office worked together to get the revised Rebate Law passed. The Commissioners office will have more

info on what we need to do as to comply with this new statute. So, look forward to that to come.

The Fire Rating issue is still affecting agents writing some policies in Wyoming. This issue is still being worked on by several state entities and as we get news about the progress we will pass on that additional information.

If you have any questions or suggestions for this board please contact me, or one of our board members. We are working for you and want your feedback. We encourage all members to join us at the Agents meeting that will be held during the convention.

Thanks, Joanna Akers, AWIA President

**Brad Jackson — IIABA National Director**

Hello Fellow Agents,

I hope that this newsletter finds you well, and excited for the late arrival of springtime in Wyoming! As I get ready to head to Washington DC this April on behalf of AWIA, I am really looking forward to meeting and working with Senators Barrasso and Lummis, and Representative Harriet Hageman, on numerous issues that can or will impact all of our Wyoming agencies.

Topics of my discussions will include the non-compete agree-

ment strategy that the FTC has proposed, that would ban employers from imposing non-competes on their workers. That program has an end goal in mind "of increasing wages by nearly 300 billion per year, and expanding career opportunities for roughly 30 million Americans" according to the FTC.

I also will be discussing the upcoming renewal of the small business tax relief bill (expires in 2025) that provides a 20% tax

(Continued on page 2)



**Brad Jackson
IIABA National
Director**



Partners

2022-2023

Title Sponsors

Acuity

Liberty Mutual/

Safeco

Breckenridge

Ins. Services

Gold Partners

Travelers Insurance

Ringwalt & Liesche

Capital Premium

Financing

Silver Partners

Amwins

Burns & Wilcox

EMC Insurance

Foremost

Grange Insurance Assoc

Imperial PFS

Jencap Insurance Svcs.

Risk Placement Svcs.

Bronze Partners

NAICO



Brian Ahern will be speaking at the AWIA 2023 Convention on June 15th in Sheridan, Wyoming.

Brian Ahern is the Chief Influence Officer at Influence PEOPLE. An international speaker and consultant, he specializes in applying the science of ethical influence in everyday situations.

Brian is one of only a dozen individuals in the world – **and the only person in insurance** – who currently holds the Cialdini Method Certified Trainer designation. This specialization in the psychology of persuasion was earned directly from Dr. Robert Cialdini – the most cited living social psychologist on the science of influence.

2023

Convention Speaker

Brian spent more than 30 years in the insurance industry with national and super regional carriers. His background includes personal and commercial underwriting, sales, and corporate training.

Brian's first book, *Influence PEOPLE*, was named one of the Top 100 Influence Books of All Time by BookAuthority. His second book, *Persuasive Selling for Relationship Driven Insurance Agents*, was an Amazon new release bestseller. His LinkedIn courses on persuasive selling and coaching have been viewed by more than 500,000 people around the world.

Here are links to a couple of videos: [AM Best TV](#) and [Keynote](#)



2023 Sponsor of the

Convention Speaker



Formed in 1999, CIAA as a master agency has grown to 95 active members in Colorado and Wyoming with a total written premium of \$285 million. CIAA came under ownership by the nation's largest independent agency distribution channel, SIAA (Strategic Insurance Agency Alliance) in 2021.

By partnering with SIAA, agents seeking to grow the income and value of their agencies gain access to many of the nation's biggest and best insurance companies – at top-tier commissions, along with national and regional incentives and profit sharing.

IIABA National Director's Report (cont.)

(Continued from page 1)

break for small businesses (defined by the IRS to be a business that is not publicly traded, with an average of \$50 million or less in gross receipts).

IIABA will further discuss the future of the Independent Agent & Agency in our ever-changing markets, and continually strive to increase the value in our brand, focusing on five strategic areas: Increasing Membership, Growing National - State Relationships, Providing Valuable Products & Services for Independent Agents, and Growing

New Technology for our industry.

I am looking forward to seeing you in Sheridan this summer for the Annual convention. I would love to have the opportunity to gather any thoughts you may have about the IIABA, AWIA, and the outlook of the IA channels.

My best, to you and yours,

Brad



Ken Hauck, CIC, ARM — EVP report

AWIA Members,

We had success at this years Legislative Session. A “Rebate Modernization” bill was presented by the DOI (this is a national emphasis this year countrywide) and we supported it. It passed by a substantial margin. The DOI should be publishing the new rules by the effective date of July 1 and likely sharing with us at the

Sheridan convention.

We have secured a fantastic high-end speaker for our Convention in June—and a new Partner (CIAA) will be sponsoring him. ***

Brian Ahern with Influence PEOPLE will be presenting to us. He will be Helping you to hear “YES” more often. I have heard Brian on two occasions in my travels...and he is very good. Look him up on LinkedIn or google him. More to follow.

See you in Sheridan!!

Daniel York, CIC— Past-President

Greetings to my fellow AWIA members,

As the first quarter of 2023 comes to a close, we find the insurance industry up against many challenges. Rather than try to list them here, I think that it is more crucial than ever that we stick together and advocate for the common sense whenever we have the opportunity. This can be done in two ways: communicate with our company people and with our legislators. AWIA has avenues for both.

We just came off a good legislative session. The Shrimp Bash was near record attendance and lots of good connections were made. Overall, the legislation that we took a position on had a favorable outcome. I am glad to report that rebating laws have been updated and taken a more reasonable tone.

In 3 months, we will be gathering at the

state convention in Sheridan. This will be the 90th time that Independent Agents in Wyoming have held a convention. This is your opportunity camaraderie and knowledge with your fellow agents and our carrier friends. The company people that are attending want to know what is going on in WY. They do want to hear from us.

Invite your company reps to join us and set up a booth. We will also squeeze in some time to have a little fun as well.



Trusted Choice[®] is Going Primetime

See your national brand at work: Watch **Billion Dollar Buyer** on **CNBC Primetime, 10PM ET.**



The Commissioner's Corner

Jeffrey P. Rude



Wyoming Department of Insurance

As many of you know, we were able to pass a sweeping reform of the rebating laws in Wyoming. We thought it would be helpful to explain what you as agents can do, and what the insurers you represent are allowed to do.

As agents, you are now allowed to provide non-cash gifts or services to your clients or prospects. The yearly value limit on these is \$100 or 5% of the written or quoted premium, not to exceed \$1000. For example, if you have a client that has only a personal auto policy with you that has a \$700 total premium, you would be able to take them to lunch, send a birthday gift, or buy them a cup of coffee, as long as the total value of what is provided does not exceed \$100. If you were quoting a large commercial account with a premium of \$25,000, you would be able to take the board of directors out for dinner to help close the deal, as long as the total cost does not exceed \$1000. It is important to remember that inducements are still against the law. No providing gifts or services with the condition that a policy must be purchased or renewed. When gifts or services are provided you **MUST** keep your receipts! Receipts will be requested during agent examinations.

Insurers may provide items or services that will help mitigate risk or reduce premiums. Examples of these are a fire extinguisher to lower costs of fire losses, and a subscription to a fitness platform to improve the health of insured and lower the risk of having to pay higher medical expenses. Insurers may also issue non-cash gifts or services with the same rules as agents.

Keep in mind that the Department's stance on advertising is that it is not rebating. Office giveaways such as pens, calendars, hats, auto ID card holders, and other items with your logo that are given away to the general public are fine. Same with sponsoring a local little league team, although if the coach is your client it would be best to thoroughly document the sponsorship.

As always, if you have any questions please reach out to the Department at 307-777-7401 or wyinsdep@wyo.gov.

Bryan Stevens, APIR, SILA-A

Licensing Supervisor

Wyoming Department of Insurance

106 E 6th Ave • Cheyenne, WY 82002

Office: 307-777-7401 • Direct: 307-777-7344

bryan.stevens@wyo.gov <https://doi.wyo.gov/>

SHRIMP BASH 2023





Education Corner

Virtual University

Management of the **Big "I" Virtual University** CE courses has been contracted out to ABEN.

Going forward they will be managing the VU content and since we've used ABEN for years, this should work smoothly.

Pre-Licensing

Training material from **Exam FX** is on AWIA's website including securities.

ABEN

CE courses continue to be offered **on-demand** for those of you who want more flexibility with your schedule. There are several different classes available—more are being reviewed to be included in the future.

www.awia.com

Visit our Education Section in the web site to browse our course listing and sign up for the classes you need!

— FYI —

ABEN will be managing the Virtual University CE offerings going forward. You should be able to register for all WY approved CE on our website—www.awia.com





Education Corner



- On-Demand (CE on your time)
- No testing
- Polling questions included
- Full CE credits awarded

Go To awia.com/education

2 CE Credits — [A Walk Around The Farm – Farm Liability Considerations](#)

2 CE Credits — [A Walk Around The Farm – Farm Property Considerations](#)

2 CE Credits — [If It Moves On The Farm – It Presents A Risk](#)

ALL ABEN classes are ON-Demand

Virtual University classes are now managed by ABEN



Education Corner



NEW FOR 2021: Why BI is the MOST Important Property Coverage	Multiple dates in 2022 2-hour webinar	2-hr CE
NEW FOR 2021: Properly Calculating & Insuring the BI Exposure	Multiple dates in 2022 2-hour webinar	2-hr CE
NEW FOR 2021: Understanding the Importance of Ordinance or Law Coverage	Multiple dates in 2022 2-hour webinar	2-hr CE
NEW FOR 2020: Why Certificates of Insurance...Just Why?	Multiple dates in 2022 2-hour webinar	2-hr CE
NEW FOR 2020: Condominiums and How to Insure Them	Multiple dates in 2022 1-hour webinar	1-hr CE
NEW FOR 2020: How to Understand Commercial Property Underwriting and COPE	Multiple dates in 2022 2-hour webinar	2-hr CE
NEW FOR 2020: Workers' Compensation: 5 Mistakes Every Agent Makes	Multiple dates in 2022 2-hour webinar	2-hr CE
3 Keys to Getting the Named Insured Correct	Multiple dates in 2022 2-hour webinar	2-hr CE
4 Key Personal & Commercial Lines Exposures Every Agent Must Understand <i>Uber, Lyft, AirBnB, and more!</i>	Multiple dates in 2022 2-hour webinar	2-hr CE
5 Contractor Coverage Concepts Every Agent Must Understand	Multiple dates in 2022 2-hour webinar	2-hr CE
9 Rules for Reading an Insurance Policy Based on the Law of Insurance Contracts	Multiple dates in 2022 2-hour webinar	2-hr CE
Rules for Developing the Correct Premium	Multiple dates in 2022 2-hour webinar	2-hr CE



AWIA



90th Annual CONVENTION --- June 20 – 22, 2023

Best Western Sheridan Center

612 North Main, Sheridan, WY 82801

Member Agent Full Registration ----- \$225.00

2nd Registration same Agency or Spouse ----- \$150.00

Company Representative ----- \$225.00

(Registration includes all Meals, Receptions and WY Continuing Education)

Agency/Company Name: _____

Name on Badge-title/designations _____

Address _____ City/State/Zip _____

Phone _____ E-mail _____

Method of Payment: (circle one) Check enclosed Credit card, info below

Name on Card: _____ Card Number _____

Billing Address of card: _____

Expiration Date _____ Security Code (3 or 4 digits) _____

Refund Policy: Cancellations received by 06-01-2023 will be given full refund, NO refunds after that date.

AWIA Convention Room Rates \$109.99 at Best Western Sheridan Center – Call 307.674.7421

Complete and return form to awia@vcn.com or mail to
Association of Wyoming Insurance Agents
PO Box 1321, Cheyenne, WY 82003
Phone 307.201.4801
AWIA Federal ID #83 0313900



AWIA



CONVENTION June 20 – 22, 2023 – Best Western Sheridan Center, Sheridan, WY

Convention & Partner Sponsorship for 2023

2023	<u>Convention Title Co-Sponsors</u>	___ \$3000 Title Sponsor
Wed.	<u>Awards Banquet sponsors</u>	___ \$2500 <i>Platinum</i>
Wed.	<u>Breakfast w/ Commissioner sponsors</u>	___ \$2000 <i>Gold</i>
Wed.	<u>Lunch sponsors</u>	___ \$2000 <i>Gold</i>
Wed.	<u>Afternoon Trade Show Refreshments sponsors</u>	___ \$1500 <i>Silver</i>
Wed.	<u>Pre-Banquet Reception sponsors</u>	___ \$1500 <i>Silver</i>
Wed.	<u>Post-Banquet Event sponsors</u>	___ \$1500 <i>Silver</i>
Thur.	<u>Don Tegeler Memorial Golf Award sponsors</u>	___ \$1000 <i>Bronze</i>
Thur.	<u>Gregg Jackson Memorial Fishing Award sponsors</u>	___ \$1000 <i>Bronze</i>
Tues.	<u>Coffee Break sponsors</u>	___ \$1000 <i>Bronze</i>

Indicate your event preference. See the attached listing for detailed descriptions.

Yes, sign me up for the _____ Sponsorship

Company Name: _____

Name on Badge-title/designations _____

Address _____ City/State/Zip _____

Phone _____ E-mail _____

Method of Payment (circle one) Check enclosed Credit card, info below (or call)

Name on Card: _____ Card Number _____

Expiration Date _____ Security Code _____

Complete and return form to awia@vcn.com or mail to

Association of Wyoming Insurance Agents

PO Box 1321

Cheyenne, WY 82003

Phone 307 201.4801

AWIA Federal ID#83 0313900

Partners 2023

Association of Wyoming Insurance Agents

2023 Convention Sponsorship Program

(Deadline for Program Printing is June 1, 2023)

Convention Title Co-Sponsor - \$3,000

Includes Booth Registration and 4 full convention registrations (\$1,400 Value)
Listing in the Convention Program as a Title Sponsor and on AWIA website
Convention Signage *at all events* recognizing you as a Title Sponsor for the 2023 Convention
3 additional tickets for Wednesday evening events (\$225 Value) **
Full page ad in AWIA newsletters
Annual Affiliate Membership (\$500 Value)

Platinum Partner - \$2,500

Includes Booth Registration and 3 full convention registrations (\$1,175 Value)
Listing in the Convention Program as a Platinum Partner and on AWIA website
Convention Signage recognizing you as a Platinum Partner for the 2023 Convention
2 additional tickets for Wednesday evening events (\$150 Value) **
Half page ad in AWIA newsletters
Annual Affiliate Membership (\$500 Value)

Gold Partner - \$2,000

Includes Booth Registration and 2 full convention registration (\$950 Value)
Listing in the Convention Program as a Gold Partner and on AWIA website
Convention Signage recognizing you as a Gold Partner for the 2023 Convention
1 additional ticket for Wednesday evening events (\$75 Value) **
Half page ad in AWIA newsletters
Annual Affiliate Membership (\$500 Value)

Silver Partner - \$1,500

Includes Booth Registration and 1 full convention registration (\$725 Value)
Listing in the Convention Program as a Silver Partner and on AWIA website
Convention Signage recognizing you as a Silver Partner for the 2023 Convention
1 additional ticket for Wednesday evening events (\$75 Value) **
Quarter page ad in AWIA newsletters
Annual Affiliate Membership (\$500 Value)

Bronze Partner - \$1,000

Listing in the Convention Program as a Bronze Partner and on AWIA website
Convention Signage recognizing you as a Bronze Partner for the 2023 Convention
Annual Affiliate Membership (\$500 Value)

*Give them to company personnel or AWIA agents who are not registered for the convention

2023 AWIA Convention Fishing/Picnic Event**Wednesday, June 21, 2023****Day at the Lake, Fishing & Fun Registration**

Name _____ Company _____

Fun Day/Fishing at Tongue River Marina (30 minutes north of Sheridan)
401 Tongue River Road, Decker, MT

**FEE: \$60 INCLUDES LUNCH**MY CHECK IS ENCLOSED [☐]

Make payable to

AWIA

PO Box 1321

Cheyenne, WY 82003

Fishing Committee:

Daniel York

Trudy Lawrence

Sherri Wilkinson

I WOULD LIKE TO PAY BY CREDIT CARD [☐]**Credit Card Payment**

Name on card _____

Billing Address of Card _____

City, State, Zip Code _____

Credit Card number _____

Expiration _____ Security Code (3 or 4 digits) _____

E-MAIL ADDRESS _____

Enjoy a relaxing fun day at the Lake cruising, fishing & picnic.

A 10-person pontoon is booked for the day.

If you fish, you must have a Montana fishing license.

**2023 Golf Committee**

Ken Hauck

CONTACT:

Ken Hauck
M: 307.274.6119
O: 307.201.4801

*** Mailing Address**

AWIA
 PO Box 1321
 Cheyenne, WY 82003
 307.201.4801

* Send Entry Forms &
 payment to this address

-or-

Email forms and CC payment:

awia@vcn.com

-or-

Call AWIA at 307-201-4801

Goody bag items are
 welcome if you have them!

We anticipate 20-24 players.

2023 AWIA Convention Golf Tournament**GOLF TOURNAMENT ENTRY FORM****DATE:** June 21, 2023**TIME:** Registration at 9:00 PM. **T-times start at 10:00AM**

PLACE: **Kendrick Golf Course**
65 Golf Course Road
Sheridan, WY 82801

ENTRY FEE: **\$120.00** per player (includes: green fees, cart & box lunch)
Payment due no later than June 10, 2023.
 Send Check to AWIA, PO Box 1321, Cheyenne, WY 82003

Format: Tournament will be played in a four-person scramble format.
 If you do not enter a team list, you will be placed with a team.

Handicap: Please submit your handicap or approx. score for 18-holes
 (to ensure teams are evenly matched)

ENTRY FORM:

NAME _____

Agency or Company _____

Phone _____ Email _____

Handicap or SCORE FOR 18-HOLES: _____

List Additional Team Members if sponsoring the team:

Player 2 Name: _____ HDCP _____

Agency or Company _____

Phone _____ Email _____

Player 3 Name: _____ HDCP _____

Agency or Company _____

Phone _____ Email _____

Player 4 Name: _____ HDCP _____

Agency or Company _____

Phone _____ Email _____

Exhibitor Booth Registration

AWIA CONVENTION June 20-22, 2023 – Sheridan, Wyoming
Best Western Sheridan Center

AWIA, PO Box 1321, Cheyenne, WY 82003
307.201.4801
awia@vcn.com

Exhibitor Booth \$500

(includes ONE full registration)

(If you are a Title Co-Sponsor, Platinum, Gold or Silver partner, fill out for the included exhibitor booth and one full registration)

Registrant _____ Designations _____

Company _____

Address _____

City/ State / Zip _____

Phone: _____ E-mail _____

Booth contact person if different: _____

Title Co-Sponsor, Platinum, Gold and Silver Partners booth is **included** in sponsorship. Title Co-Sponsor, Platinum, Gold and Silver, please indicate level paid for _____. I will need electrical power: yes { } no { }

Please enclose check made out to AWIA with registration if needed

- Exhibits can be set up on Wednesday, June 21 before the 5:00 pm Trade Show and signage can remain in place through the Lunch on June 22.
- Please complete the attached convention registration form for each additional person at the extra charge or there will be an option later to purchase separate individual meal tickets
- If you wish to golf or fish, you need to complete a separate form for those events.
- We will hold a Casino Night following the June 21 trade show and reception in the exhibit hall.

Association of Wyoming Insurance Agents

PO Box 1321
Cheyenne, WY 82003
Phone: 307 201-4801 e-mail awia@vcn.com

2023-2024

July 1-June 30

AFFILIATE MEMBER APPLICATION

ANNUAL DUES \$500

(incl. with Title, Platinum, Gold or Silver sponsorship)

COMPANY NAME _____

CONTACT PERSON _____

PHYSICAL ADDRESS _____

MAILING ADDRESS _____

CITY/STATE/ZIP _____

PHONE NUMBER _____ FAX NUMBER _____

E-MAIL _____

WEB ADDRESS _____

AWIA sends e-mail newsletter to its members, please check the box if you would like to receive those e-mails []

Affiliate members are non-voting and cannot hold office

AWIA tax ID# 83 0313900

AWIA Convention 2023

Which Events do you plan to Attend?

Tuesday, June 20

() 9:30 am – 11:30 am: 2 hours CE, “TBD” Sponsor: Breckenridge Insurance Services

AWIA members, sponsors, partners and exhibitors – \$0; non-members - \$40

() 1:00 pm – 3:00 pm: 2 hours CE, “Oil & Gas TBD” Sponsor: Breckenridge Insurance Services

AWIA members, sponsors, partners and exhibitors – \$0; non-members - \$40

() 3:00 pm – 6:00 pm: 3 hours CE, “Ethics for Today’s Insurance Professional” Sponsor: Breckenridge Insurance

AWIA members, sponsors, partners and exhibitors – \$0; non-members - \$40

****Exhibitors can set up booths at any time throughout the day on Wednesday****

Wednesday, June 21

8:00 am - 5:00 pm: Registration and Exhibit Booth Set up

() 9:00 am - Fishing/Pontoon/Fun Day at Tongue River Reservoir: 9:00 am meet hotel lobby ~ separate regis. \$60

() 10:00 am - Golf: Tee time at Kendrick Golf course ~ separate registration \$120

() 5:00 pm - Trade Show and Company Appreciation Night (single event price \$75, group pricing available—food and drinks included)

() 8:00 pm - Casino Night- Everyone is welcome – no charge. Door Prizes. Silent Auction.

Thursday, June 22

7:00 am - Registration opens

() 8:00 am - Breakfast with the Commissioner in Exhibit Hall (single event price \$35)

() 9:30 am - 10:30 am – 1 hour CE, provided by DOI (free to the public)

() 10:45 am – 12:00 noon – Speaker: Brian Ahearn, CPCU, CTM, CPT, CMCT, “Influence PEOPLE”

() 12:15 pm – 1:30 pm ~ Luncheon (single event price \$35) - Presentation TBD

() 2:00 pm – 3:00 pm – **AWIA Agents Only Annual Meeting**

() 3:00 pm – 4:00 pm – New Board of Directors Meeting

() 6:00 pm – Reception (all evening events for one single price \$75)

7:00 pm – Awards Banquet (all evening events for one single price \$75)

8:00 pm – TBD.

ALL EVENTS ARE INCLUDED IN A FULL CONVENTION REGISTRATION EXCEPT GOLF AND FISHING,

To help us manage our events, please indicate above which events you plan to attend along with your Convention registration and payment. If not paying for full convention, make your selection and include payment for events you have indicated.

Credit Card Payment



Event: 2023 Convention Events

AMOUNT TO CHARGE ON CARD _____

Name on card _____

Address for this card _____

City _____

Zip Code _____

Amount to be charged _____

Credit Card number _____

Expiration _____ 3 or 4 number Security code _____

Signature _____ Date _____

Call for Credit Card by Phone: AWIA 307-201-4801

TOP FIVE REASONS AGENT'S LOVE WORKING WITH US!



Trevor Votruba
Territory Director - Wyoming
307.438.3521
tvotruba@acuity.com

Acuity has a 20-year track record of beating the industry by more than double the growth and a full eight points on the combined ratio.

1

Unparalleled Financial Strength

2

World-Class Claims Service

3

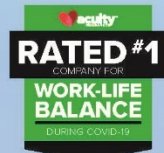
Responsive and Relationship-Based Underwriting

4

Stable and Consistent Market

5

Impeccable Culture



Consistently recognized as one of the best places to work in the nation.



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Package
Primary and Excess Flood
Product Recall
Products Liability
Professional Liability
Property
Umbrella / Excess
Vacant Property
Windstorm & Hail Deductible Buy Back
Workers' Comp

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Construction / Contractors
Cryotherapy / Sports Rehabilitation
Energy / Renewables
Environmental
Professional / Financial Services
Habitational / Apartments
Healthcare & Healthcare Facilities
Hospitality / Retail
Manufacturing / Distribution
Marinas
Nonprofits
Oil & Gas Lease Operators
Outdoors / Recreational
Public Entity
Real Estate Investors
Smoke / Vape Shops
Transportation / Trucking

Contacts:



Victoria Dearing
469.320.4033
vdearing@breckis.com
Professional, Cyber



Thomas R. Blanquez
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tblanquez@breckis.com
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- Employment Practices Liability
- Commercial General Liability
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Be more than an insurance agent.

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

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pages 23 & 24 in this newsletter. Any
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AWIA's history of major accomplishments:

Historical

- 1933 – first agent's group formed – first convention held
- 1962 – Wyoming Insurors Association formed
- 1975 – Professional Insurance Agents of Wyoming formed – joins PIA National
- 1978 – WIA name changed to Independent Insurance Agents of Wyoming – Joins IIABA
- 1979 – IIAW hired its first Executive Director
- 1989 – IIAW created its for-profit corporation: Professional Risk Insurers, Inc.
- 1990 – IIAW and PIA Wyoming gathered for the first Joint Convention
- 1995 – IIAW and PIA merged to form the Association of Wyoming Insurance Agents
- 1995 – AWIA joins IIABA and PIA National

Advocacy

Forty years of active Legislative Advocacy by co-hosting the "Shrimp Bash" each legislative session

Thirty years of participation - the Mid-America ISO Technical Conference providing input on policy forms

- 1973 – Successfully lobbied for replacing Contributory negligence with Comparative negligence
- 1980 – Successfully lobbied for allowing interest to be earned on Trust Accounts
- 1986 – Participated in the Wyoming Workmen's Compensation Task Force
- 1989 – Successfully lobbied for Wyoming Continuing Education law.
- 1990 – Successfully lobbied for Wyoming Guarantee Acts Property & Casualty and Life & Health
- 1990 – Successfully lobbied for Underground Storage Tanks legislation
- 2004 – AWIA hired its first state lobbyist
- 2012 – AWIA was instrumental in creating standardization of Certificates of Insurance usage
- 2023 – AWIA supported the "modernization" of rebates laws

Continuous lobbying efforts, state and federal, to support small business and our members

Continuous engagement and communication with the Wyoming Department of Insurance

Education

Sixty years of providing education at the Annual Convention

- 1993 – Contracted with The National Alliance to deliver CIC and CISR to Wyoming agents
- 2013 – Contracted with Agent & Brokers Educational Network for on-line, on-demand C.E.
- 2017 – Contracted with Virtual University for on-line, scheduled C.E. webinars

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Name: _____ Agency: _____

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Phone: (____) _____ Email: _____

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

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| <input type="checkbox"/> \$100 Century Club | <input type="checkbox"/> \$ _____ Other | |

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- ☐ I've enclosed my donation to (circle one) personal / sole proprietorship / partnership / corporate*
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Please make all checks made payable to PIAPAC

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Signature: _____

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PIAPAC, 400 North Washington Street, Alexandria, Virginia 22314
For more information, please contact Jennifer White
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Name: _____ Title/Occupation: _____

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|--|--|--|--|
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| <input type="checkbox"/> \$2,500 Platinum Club | <input type="checkbox"/> \$500 Gold Club | <input type="checkbox"/> \$150 Founders Club | <input type="checkbox"/> \$_____ (Other) |

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