

WWW.AWIA.COM

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 Cheyenne, WY 82003
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Inside this Issue

President Lela Ladd	PG 1
PIA ND Adam Luce	PG 1 & 2
IIABA ND Brad Jackson	PG 2
PIA Harford Flood	PG 2
2020-2021 Partners	PG2
AWIA EVP report	PG 3
Past-President Daniel York	PG 3
Commissioner's Corner	PG 4
Convention Regis.	PG 5
Golf Registration	PG 6
Picnic Registration	PG 7
Credit Card Form	PG 8
Event Attendance	PG 9
Sponsor / Partner Registration	PG 10-11
Exhibitor Booth	PG 12
Affiliate Application	PG 13
Education Corner	PG 14-16
2021-2022 Partner Advertising	PG 17-23
2021-2022 Partners	PG24-25
Affiliate Members	PG 26
Directory—Board of Directors and DOI	PG 27
AWIA History	PG 28
PIAPAC and InsurPac forms	PG 29-30



!!! Next Event !!! **CONVENTION** ~ Aug30-Sept1



Lela Ladd, CIC, LUTCF — AWIA President



**Lela Ladd
President**

Wyoming in the Springtime is an interesting place. As I travel this great state, I see many of the signs of Spring and then I get reminded that Winter is only a day away when the roads are closed for a bit.

For AWIA, it's planning time for our Annual Convention. We hope to see all of you in Cheyenne on August

30th, 31st and September 1st.

We have changed up the agenda a bit this year so take a look at the schedule. **Your registration forms are a few pages back in this newsletter.**

On Tuesday will be the traditional CE Day with three classes and seven total hours of CE. CE day is free to all Members and their employees.

On Wednesday, we will be conducting all of the business—**Breakfast with the Commissioner, AWIA's Annual Meeting, Trade Show in the afternoon and the evening Banquet.**

Thursday will be FUN DAY. Golf and a Picnic in the Park (games anyone?) right on the grounds of Little America. We will finish up by mid-afternoon to allow travel as needed.

I would like to extend a special thanks to the insurance companies we represent. Without your support and participation, our Convention would not exist. You are a significant contributor to the overall success of our Association. Thank You!

Finally, thank all of you for your continued support of my time sitting in the President's chair. It's been rewarding meeting many of you and somewhat challenging when we took on the shutdowns and a lost Convention.

Please do not hesitate to reach out when AWIA can be of help. The Board Members and our EVP are here for you—their contact info is towards the end of this newsletter.



Adam Luce, AAI - PIA National Director

Greetings to AWIA,

First, a shout out to Governor Gordon for vetoing the Sandbox Bill!! In spite of low attendance at this year's Shrimp Bash it shows it's not how many show up, it's who shows up to the Shrimp Bash that counts in the end.

I am preparing for my first trip back to DC since 2019. Lucky me, I won't have to wear a mask

on the plane to get there! This will not include any meetings with our Congressional Delegation as DC is not quite open for business yet. There will be a full day of Legislative review and regulatory updates to prep me for our rolling legislative meetings set for mid-June via Zoom.

Also we'll take a deeper dive into PIA's products and services, I

(Continued on page 2)



- Partners**
- 2021-2022**
- Title Sponsors**
- Acuity**
- Liberty Mutual/**
- Safeco**
- Gold Partners**
- Travelers Insurance**
- Amwins Access**
- Ringwalt & Liesche**
- Silver Partners**
- Breckenridge Ins Svcs.**
- Capital Prem Financing**
- EMC Insurance**
- Foremost**
- Grange Insurance Assoc**
- Imperial PFS**
- Jencap Insurance Svcs.**
- Risk Placement Svcs.**
- Bronze Partners**
- AmTrust Financial Srvc**



**Brad Jackson
IIABA NATIONAL
DIRECTOR**

—FCIP (Federal Crop Insurance Program);

—the NFIP (National Flood Insurance Program);

—protecting our industry - and how crucial that is - against the potential of future pandemics; and lastly

—the Main Street Tax Certainty Act (H.R. 1381 / S. 480).

Both Representative Cheney and Senator Lummis were very engaged, and are looking out for our industry and Wyoming!

All my best,

Brad Jackson, SND

Greetings AWIA Agencies and Agents,

I hope this finds you doing well, and having great successes in 2022 thus far.

I was fortunate, and able, to return to Washington DC to lobby for our industry at the end of April, and had 2 very successful meetings on Capitol Hill with Liz Cheney and Cynthia Lummis. Both were very receptive, and took time out of their busy schedules to further understand what is impacting our industry the most in Wyoming.

Topics of importance we discussed were the:



PIA National Director's Report (cont.)

(Continued from page 1)

hope to bring home some valuable insights into how we as members of PIA can take advantage of all their offerings. There are not many States left that are able to offer their members so much by maintaining membership in both national organizations.

Jon Gentile, PIA's VP of Government Relations and I have discussed strategy based on our delegations committees and plan a targeted approach to bringing

awareness to specific issues to each of our Elected Officials.

I look forward to seeing everyone at the 2022 Annual Convention in Cheyenne!

Don't forget to check out Hartford Flood through PIA (links are adjacent to this column). Great commissions for you, and a nice return to AWIA!

Have a great Wyoming Summer—see you in August.

Adam

As part of PIA's ongoing partnership with The Hartford's flood insurance program, we are proud to provide PIA members with the latest [Flood Agent eNewsletter](#) produced by The Hartford for its flood insurance agents.

In addition to The Hartford's eNewsletters, PIA members visiting [PIA's Flood Insurance Marketing Support Center](#) can download flyers to help their clients prepare for floods, deal with the aftermath of flooding, and how to prepare for a visit by an adjuster. PIA thanks The Hartford for these excellent materials. www.pianet.com for more information.



Ken Hauck, CIC, ARM – EVP report



CONVENTION – a highlight of the AWIA year for many of our members. It’s the busiest three days of my year for certain, but I do enjoy seeing everyone and being part of the Convention.

If you haven’t attended a convention in a while, set a goal to make this the year. We changed the agenda slightly this year to give you more choices on days to attend. Seven hours of CE on Tuesday—various meetings, Trade Show, and the Banquet on Wednesday—and Golf and Picnic in the Park on Thursday.

You could add a side trip to UW, and the Territorial State Prison Historical Site, Fort Laramie National Historic Site, Glendo Reservoir, or Curt Gowdy State Park.

Or maybe include a weekend trip to Denver or a trip to Estes Park.

As the resident “Old-Timer”, I would offer this suggestion:

-PARTICIPATE-

Paying your dues allows you to benefit, but participating allows you to grow—as a member, maybe even as a Board member, certainly as an insurance professional.

I attended my first convention in 1978—I hope to attend many more. Many of my life-long friends I met at an insurance convention in Wyoming. Attend the Convention – You won’t regret it – I will see you there!



Daniel York, CIC — Past-President

I don’t know about you but I am really enjoying the nice weather outside this early May before the inevitable May blizzard comes.

Last newsletter I reminded everyone that we monitor new legislation every year that we believe will impact our industry. We also strive to maintain a good relationship with the Department of Insurance. AWIA has been able to influence policies on certificates of liability, surplus lines export lists, wind & hail coverage regulation, and rebating issues (one of our current topics) to name a few.

AWIA will be meeting with the Department to continue our conversation on some of these issues. Your input will be important. Your participation is encouraged if you are available when we set the date



—let Ken know if you are interested. If there are issues you would like addressed, please feel free to contact any of the board members or Ken Hauck.

Enjoy the warmer weather and see you at the August convention.



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The Commissioner's Corner

Jeffrey P. Rude

Wyoming Department of Insurance

Continuing Education Changes



From: The Wyoming Department of Insurance

As most of you know, an insurance clean-up bill (HB0062) was passed this legislative session. Part of that bill involves continuing education changes that require us to rewrite our CE regulation. While rewriting the regulation we decided to add in more changes that will hopefully make CE more beneficial to you, our resident producers!

The following changes are being proposed to the CE regulation, and would take effect on January 1, 2023 if accepted:

- Removal of the \$30 continuing education fee assessed to resident producers each time their license renews.

- Adding the limitation that credit for the same CE course may not be given more than once every 4 years. This will help ensure that producers and adjusters will be varying their education, rather than taking the same class every 2 years just to fulfill the CE requirement. This only applies if the course is 100% identical year over year. If, for instance, AWIA offers a legislative update that is approved for credit in 2022, a 2023 version of the update will be accepted, as the content will be substantially different from the 2022 version.

- Adding the limitation that provider courses may not be renewed more than 3 times. This will ensure that providers are keeping the content of their courses up-to-date and relevant to the current trends in the industry.

- Allowing for carry-over of credits. 12 hours of CE credit taken above and beyond the 24 hour requirement may be carried over to the next renewal, as long as those courses were completed no more than 120 days prior to the license renewal. All carry-over credits will count as general CE, so ethics education requirements will still need to be followed each renewal period.

We are excited to modernize our CE regulation and continue to improve the quality of service our resident producers and adjusters will be able to provide to the people of Wyoming! If you have any questions about these changes please feel free to reach out to me at any time.

Bryan Stevens, Licensing Supervisor

307-777-7344 • bryan.stevens@wyo.gov



AWIA



88th Annual CONVENTION Aug 30 – Sept 1, 2022

Little America Hotel - Cheyenne, WY

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

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

Company Representative ----- \$225.00

(Registration includes all Meals, Receptions and Continuing Education)

Agency/Company Name: _____

Name on Badge-title/designations _____

Address _____ City/State/Zip _____

Phone _____ E-mail _____

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

Name on Card: _____ Card Number _____

Billing Address of card: _____

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

Refund Policy: Cancellations received by 08-01-2021 will be given full refund, NO refunds after that date.

AWIA Convention Room Rates \$129.00 at Little America Hotel, Cheyenne—Call 800.235.6396

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



2022 AWIA Convention Golf Tournament GOLF TOURNAMENT ENTRY FORM

- DATE:** September 1, 2022
- TIME:** Registration at 9:00 PM. **Start time at 10:00AM**
- PLACE:** Little America Hotel & Resort (west end of property)
2800 West Lincoln Way
Cheyenne, WY 82009
- ENTRY FEE:** \$100.00 per player (includes: green fees, cart & box lunch)
Payment due no later than August 20, 2020. 18 holes.
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)

2020 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 25-30 players.

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 _____

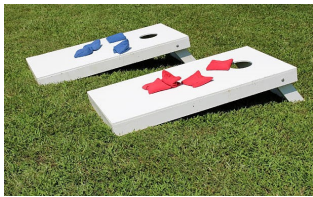
Agency or Company _____

Phone _____ Email _____

**Picnic in the Park
Thursday, September 1, 2022
Picnic / Day of Fun and Games**

Name _____ Company _____

Fun Day / Picnic & Games at Little America Hotel & Resort – 10:00 am



FEE: \$50 INCLUDES LUNCH

MY **CHECK** IS ENCLOSED []
Make payable to
AWIA
PO Box 1321
Cheyenne, WY 82003

Picnic Committee
Daniel York
Trudy Lawrence
Sherri Wilkinson

I WOULD LIKE TO PAY BY **CREDIT CARD** []



Credit Card Payment (or call)

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 Little America with games and a picnic.

Credit Card Payment



Event: 2022 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

AWIA Convention 2022

Which Events do you plan to Attend?

Tuesday, August 30

() 9:30 am - 11:30 am: [2 hours CE, "T.B.D." Sponsor: Breckenridge Insurance Services](#)

[AWIA members, sponsors, partners and exhibitors - \\$0; non-members - \\$40](#)

() 1:00 pm - 3:00 pm: 2 hours CE, "T.B.D." Sponsor: Breckenridge Insurance Services

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

() 3:00 pm - 6:00 pm: 3 hours CE, "Ethics T.B.D." Sponsor: Breckenridge Insurance Services

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

Wednesday, August 31

****Exhibitors can set up booths prior to noon on Wednesday****

7:00 am - 7:00 pm: Registration

() 8:00 am - Breakfast with the Commissioner in Exhibit Hall (single event price \$50)

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

() 10:45 am - 11:45 noon - AWIA Agent's Only Annual Meeting

() 12:00 pm - 1:30 pm ~ Luncheon Speaker (single event price \$50)

() 2:00 pm - 5:00 pm - Trade Show (single event price \$50)

() 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 - Outdoor Reception - Party on the Patio

Thursday, September 1

() 8:00 am ~ new Board of Directors Meeting

() 10:00 am - Picnic in the Park with Games ~ separate regis. \$50

() 10:00 am ~ Golf: Tee time at Little America Hotel & Resort ~ separate registration \$100

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



AWIA



CONVENTION August 30 – Sept. 1, 2022 – LITTLE AMERICA, CHEYENNE WY

Convention & Partner Sponsorship for 2022

2022	<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 Outdoor Patio Reception sponsors</u>	___	\$1500 <i>Silver</i>
Thur.	<u>Golf Award sponsors</u>	___	\$1000 <i>Bronze</i>
Thur.	<u>Picnic in the Park 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

Partners 2022

Association of Wyoming Insurance Agents

2022 Convention Sponsorship Program

Deadline for Program Printing is August 15, 2022

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 2022 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 2022 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 2022 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 2022 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 2022 Convention
Annual Affiliate Membership (\$500 Value)

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

Exhibitor Booth Registration

AWIA CONVENTION August 30-September 1, 2022 – Cheyenne, WY

AWIA

PO Box 1321

Cheyenne, WY 82003

307.201.4801

awia@vcn.com

Exhibitor Booth \$500

(includes ONE full registration)

(Booth incl. if you are a Title Co-Sponsor, Platinum, Gold, or Silver partner)

...fill out this form for the ***included*** exhibitor booth)

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, August 31 before noon. Booths can remain set up through the Banquet on August 31.
- 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 meal tickets.
- If you wish to golf or attend the picnic, you need to complete a separate form for those events.
- We will hold a patio reception after the banquet on August 31.

Association of Wyoming Insurance Agents

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

2022-2023

July 1-June 30

AFFILIATE MEMBER APPLICATION

ANNUAL DUES \$500

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

COMPANY NAME _____

CONTACT PERSON _____

PHYSICAL ADDRESS _____

MAILING ADDRESS _____

CITY/STATE/ZIP _____

PHONE NUMBER _____ FAX NUMBER _____

E-MAIL _____

WEB ADDRESS _____

AWIA sends e-mail 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



Education Corner

Virtual University

Look for the CE approved **live webinars** from the **Big "I" Virtual University** on AWIA's website. Several different 2 hr. classes and one 1 hr. class are approved. Each class will be presented about 12—20 times in the year 2022.

NEW!

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!





Education Corner



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



Go To awia.com/education

3 CE Credits — [Ethical Issues - Personal & Organizational](#)

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](#)

ABEN classes listed above are ON-Demand

Virtual University classes listed on following page on a fixed schedule



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

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

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- 5** Impeccable Culture



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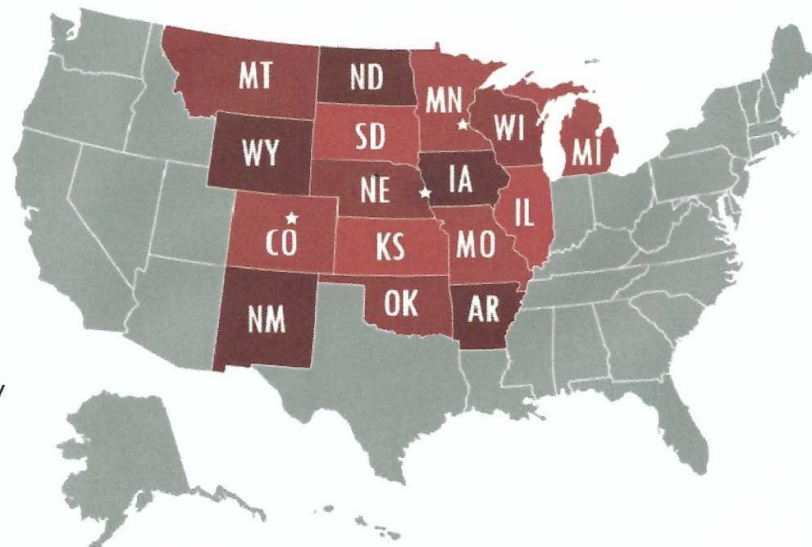
Lines of coverage

- Commercial Auto
- Garage and Dealers
- Motor Truck Cargo
- Excess Auto Liability
- Commercial Property
- Inland Marine
- Excess Liability
- Professional Liability
- Pollution Liability
- Employment Practices Liability
- Commercial General Liability
- Workers Compensation

Send us your Submissions today!

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rsmith@capitalpremium.net



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Help insureds avoid disruption with cancellation avoidance tools



Options for down payments and installments including the option to pay by ACH or credit card²



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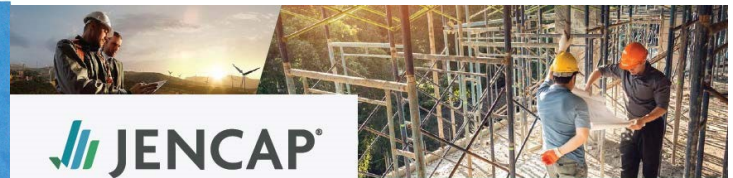
Stay in touch with insureds 24/7/365 with IPFS Connect® mobile app³

CONTACT: LAKEWOOD, CO BRANCH | COD.CustomerService@ipfs.com | 800.825.3443



More Information ▶

1. Imperial PFS is a trade name affiliated with IPFS Corporation® (IPFS®), a premium finance company. Access to products and services described herein may be subject to change and are subject to IPFS' standard terms and conditions in all respects, including those specifically applicable to use of IPFS' website, mobile application, and IPFS eForms. Disclosure and consent Agreement. 2. Where permitted by applicable law, IPFS' down payment processing service is provided as a convenience only and is subject to prior agreement to IPFS' terms and conditions. Our credit card processing partners, FIS and Plug & Pay Technologies, charge \$12.50 for payments under \$400 or 2.99% for payment of \$400 or more. Copyright © 2020 IPFS Corporation. All rights reserved.



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Contact AWIA

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- DeBella, JoAnne..... 777-7319
Licensing Support Specialist
- Feurt, D'Anna 777-7336
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- Hamilton, Bryce..... 777-2450
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- Johnson, Roxanne..... 777-7319
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- Rude, Jeff..... 777-7401
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Consumer Affairs Specialist
- Tarr, Amanda 777-2447
Policy & Planning Analyst

Wyoming Insurance Department
Mail: 106 East 6th Avenue



**Important
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 Numbers**

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

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- Grievance.....Joanna Akers 307.746.3503
- Membership..... 307.201.4801
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- Financial, Budget & Audit 307.201.4801
- ISO/ACORD/Mid-America.....Max Carre'...Liz Luce 307.634.5757
- InsurePac.....Brad Jackson..... 307.742.2103
- PIAPAC.....Adam Luce..... 307.635.2491
- Young Agents.....Daniel York..... 307.358.4527
- Convention.....Joanna Akers, Trudy Lawrence, Sherrie Wilkinson,
 Jenny Schultz, Taylie Carlson..... 307.201.4801

To add your support to InsurPac &
 PIAPAC go to our web site
www.awia.com and click on Advocacy
 for the contribution forms or go to
 pages 28 & 29 in this newsletter. Any
 amount is appreciated. Let's show
 them Wyoming Agents want to be
 heard

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

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

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"/> \$2000 President's Platinum | <input type="checkbox"/> \$1500 President's Gold | <input type="checkbox"/> \$1000 President's Silver |
| <input type="checkbox"/> \$750 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 | |

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

- | | |
|---|--|
| <input type="checkbox"/> \$166.66/month (President's Platinum, \$2000) | <input type="checkbox"/> \$125 /month (President's Gold, \$1500+) |
| <input type="checkbox"/> \$83.33 /month (President's Silver, \$1000+) | <input type="checkbox"/> \$62.5 /month (President's Circle, \$750+) |
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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, 703-518-1364 (phone) or 703-836-1279 (fax)

2014GenCon



Independent Insurance Agents & Brokers of America, Inc.
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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 Platinum 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: ____/____/____

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