

Congratulations to: Liz Luce, ARM, AAI ... the Gregg Jackson Memorial Award AGENT of the Year 2021–2022 recipient...

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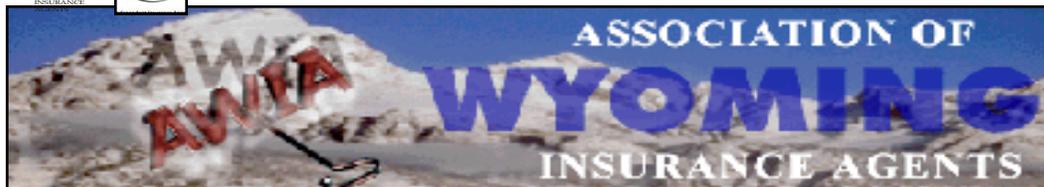
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!!! Next Event !!! **SHRIMP BASH** ~ Feb 6, 2023



Joanna Akers — AWIA President



**Joanna Akers
President**

I wanted to thank everyone who was able to attend the 2022 AWIA Convention in Cheyenne. And a huge shout out to our sponsoring companies. We certainly appreciate them supporting our convention. Please review this newsletter to see which companies were able to support our convention and please reach out to them and thank

them. Without our sponsors we would not be able to put on our successful convention.

We did a different format for our 2022 convention, not knowing how the Covid situation would be this year. I am happy to report things go back to the usual 3-day format for Sheridan in June 2023. Sheridan is a beautiful place so come and enjoy the area and see what the AWIA convention has in-store. So, start making plans now to attend the 2023 AWIA Convention June 20-22, 2023.

The AWIA board is working on some new rebate rules with the Insurance Commissioner's Office that will be presented to the Corporations Committee in October. Still much must happen before any changes will be made to the current law. We will have

more news on that as things progress.

The Shrimp Bash is scheduled for February 6, 2023, at Little America in Cheyenne. This is a good time to speak to your legislators about our industry and see what bills apply to our industry at the state level. I look forward to seeing many agents in attendance at the 2023 Shrimp Bash. You can get the information on how to attend on the AWIA website.

I am excited and proud to serve as your President. Your AWIA board is here to serve you, so if there is something you would like us to help you with, or just questions, please give someone on the board a call. The phone numbers are listed in the newsletter.



Adam Luce, AAI - PIA National Director

Greetings to AWIA,

Well Hurricane Ian has a broader reach than just Florida, even here in Wyoming I have clients, calling curious about what we think the impacts will be on the market in Florida and nationally, also its impact on an already strained supply and labor market. Our prayers go out to those affected and I hope we will all dig deep when we have the opportunity to donate to relief efforts.

Fresh off the trip to the PIA Fall

Governance Meeting in San Diego:

The biggest news at this time, is the merger of PIA with the AIMS Society. PIA's Executive Board looked at the pillars of the organization and what was owned vs rented and came to the conclusion that the pillar of education, should no longer be rented but be owned. The AIMS Society will bring a valuable tool to agents with a focus on Marketing and Sales at this time. With an eye to the future PIA expects to add deeper

(Continued on page 2)



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**Brad Jackson
IIABA NATIONAL
DIRECTOR**

coast and is set to tear through much of the state, the Independent Insurance Agents & Brokers of America (the Big “I”) is offering support and resources through the Trusted Choice® Relief Fund for Big “I” members, their families and their clients who will be impacted by the massive storm this week.

“As this hurricane cuts a path of destruction across Florida, our thoughts and prayers are with our agents and brokers, their staff members, families and clients who will be affected by the devastation,” says John Costello, Big “I” chairman and vice president and construction practice member at USI Insurance Services in Rochester, New York. “We stand ready to help financially through our Fund so that we can support our members as they are working hard to help their customers through their greatest time of need.”

Greetings AWIA members!

There are obviously tough times all over our country right now...yet particularly in Florida! The losses from Hurricane Ian look to be the deadliest in Florida since 1935, and with an already crippled insurance market there, it will definitely have a ripple effect and hit us all in some capacity. Please take a few moments and read this release from the IIABA, to see how you may be able to help. My best to you and yours during these difficult times,.

ALEXANDRIA, VA, September 28, 2022—As Hurricane Ian attacks Florida’s southwest

The [Trusted Choice® Relief Fund](#) is a 501(c)(3) entity available to provide financial assistance to insurance industry personnel impacted by Hurricane Ian to cover costs not covered by their own insurance, other grants or funding sources. The Big “I” welcomes tax-deductible [donations](#) from members or the public to the fund.

All my best,
Brad Jackson, SND



PIA National Director’s Report (cont.)

(Continued from page 1)

looks into product knowledge and emerging markets.

I attended the Strategic Initiative meeting, how do PIA and Affiliates respond the ever changing landscape of the insurance workplace, to reach current members and increase participation in products and services along with encouraging new membership through the Mega Membership now offered to the large national agencies. Also spoke of the many new Independent Agents that are emerging via aggregators.

Young Agents continues to be the

topic of the day, how to engage and invigorate their membership. How to provide mentoring opportunities was a hot topic.

One of the big focusses this year was on Standard & Best Practices for Non-Profit organizations. I think this education and the materials I brought back from this class will be very helpful to our organization, as we look at our strengths and weakness to help guide us into the future. The materials and class discuss Board Member expectations and roles, and of course the role of Staff, and the delicate balances between the two, just to highlight a few of issues covered.

Don’t forget to have a look at the

Cyber Security education PIA has on their website!

Don’t forget to check out Harford Flood through PIA (links are below). Great commissions for you, and a nice return to AWIA!

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 adjust-

Ken Hauck, CIC, ARM – EVP report



It seems there is never enough time in the day to accomplish everything we want to. Maybe it's just because the sun is setting earlier.

For those of you who may be technologically proficient, I have a new appreciation of your skill. I have spent over a week (won't get that time back) trying to do updates to the office computer—and I

have access to the HP Help Desk and the QuickBooks Help Desk and our internet providers Help Desk. Net result is we lost much of our functionality, which they are still trying to fix. Reminds me of lyrics in a song called "Old Hippie" : "Should he hang on to the old, Should he grab on to the new?" Right now I wish I had simply hung on to the old.

Shrimp Bash will be on February 6, 2023. This will be important—about 1/3 of the Legislature will be newly elected. Join your fellow agents in Cheyenne—more to come.

Lela Ladd, CIC, LUTCF— Past-President



Greetings to my fellow AWIA members,

As I end my term as President, I am thankful to belong to a professional organization that supports the insurance industry. I am also thankful to have served on a board with gifted people who share a common vision that will benefit future agents.

I leave the office in very capable hands with Joanna Akers, knowing she has the heart and talent to lead AWIA well.

If I could share any advice

with my fellow agents—get involved with your Association. The rewards of participating and the relationships you develop will be memories you will cherish.

Lela

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The Commissioner's Corner

Jeffrey P. Rude

Wyoming Department of Insurance

Re: ISO fire risk ratings

From: The Wyoming Department of Insurance

I recently spoke with the Interim Director of the State Fire Marshal's office. He raised a number of concerns dealing with the ISO fire risk ratings around the state and how they were not being used by insurers. Local jurisdictions work very hard to lower their fire risks, but their efforts have been ignored by some insurers when it comes to calculating risk and setting premiums.

I understand that Idaho has a requirement for insurers to apply the local ISO rating when calculating premiums. This seems like a reasonable idea to me. I plan on taking a look at their statute and see if we should bring it up to the Joint Corporations Committee during the next interim session.

I would appreciate to hear from you on this matter. What, if anything, have you heard from your clients? Have I missed something that bears consideration? If you are inclined, please drop me an email at Jeff.rude@wyo.gov, call me, or drop by the office. I am always interested to hear from those in the field.

Many Thanks, Jeff



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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)
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Go To awia.com/education

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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



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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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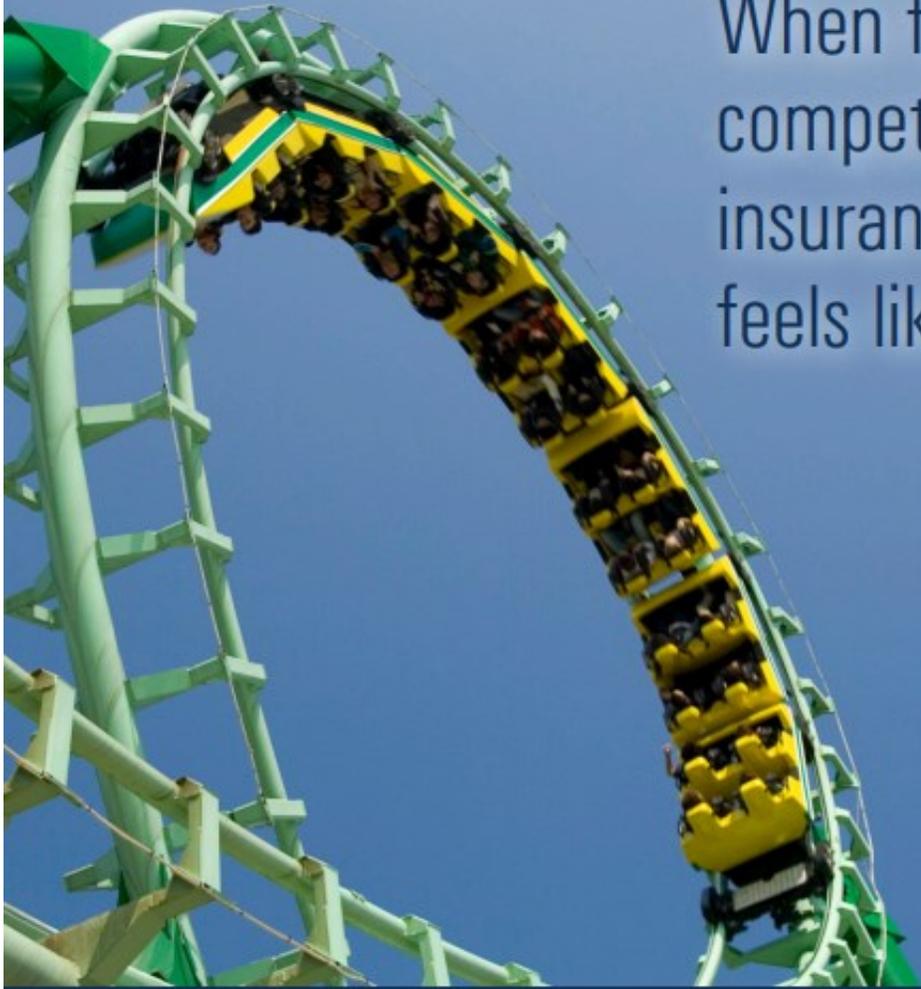
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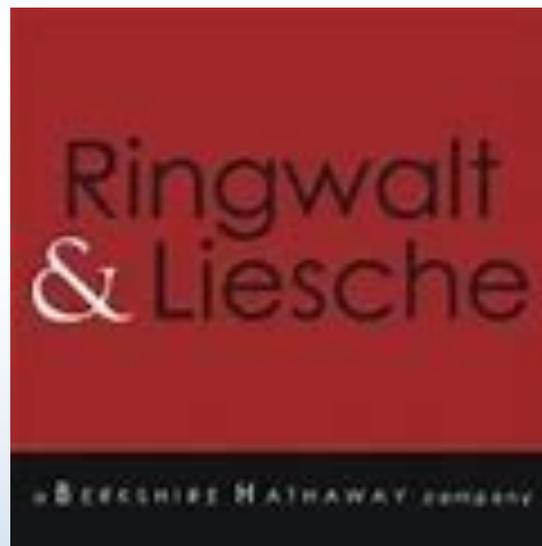


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them Wyoming Agents want to be
heard

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
- 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

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:

- \$2000** President's Platinum **\$1500** President's Gold **\$1000** President's Silver
- \$750** President's Circle **\$500** Chairman's Caucus **\$250** Leadership Circle
- \$100** Century Club \$ _____, Other

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

- \$166.66/month** (President's Platinum, \$2000) **\$125 /month** (President's Gold, \$1500+)
- \$83.33 /month** (President's Silver, \$1000+) **\$62.5 /month** (President's Circle, \$750+)
- \$41.66/month** (Chairman's Caucus, \$500+) \$ _____, Other

Installation 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)



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 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: ____/____/____

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.