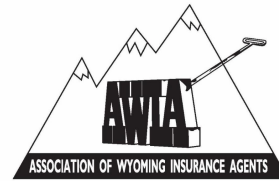




Association of Wyoming
Insurance Agents



2023 A Year of Change

AWIA Hires New Executive Vice President

In July, Ken Hauck who served for many years as AWIA's Executive Vice President, stepped away from his duties. He was honored during the [AWIA Annual Trade Show and Convention](#) in Sheridan, WY. The Board hired Amy Hendrickson of Casper, Wyoming to take his place. Though not from the insurance field, Amy has had extensive experience with nonprofit organizations and working with state and federal regulatory and legislative officials.

"I am looking forward to working with Wyoming's independent insurance agents. Ken has been very helpful as we make this transition. Transition is always hard but together we will make it work," says Hendrickson.

As a result of the transition, AWIA's physical and mailing addresses have changed. The physical address is now 104 Magnolia St., Casper WY 82604 and the mailing address is PO Box 878 Mills WY 82644. The phone number remains the same: 307-201-4801.

A Word from AWIA's President

As you know from the first article in this newsletter, AWIA has made some changes and one is hiring a new Executive Vice President, Amy Hendrickson. Amy has hit the ground running and is helping AWIA modernize how we do things. This is greatly welcomed. The new format for this newsletter is just one of the things Amy has accomplished for AWIA. Lots more to come.

Please make your plans to come to the 2024 Shrimp Bash in Cheyenne at Little America on February 19 through 21st 2024. We will have a new Education Course, *Certificate Basics and Common Requirements*, to offer prior to the legislative update.

This event is also your chance to discuss with your legislators those issues that are important to you and your community. All of us in the insurance business know that the wildfire issue is growing, and we really need to keep it in the forefront so our legislators know what is going on as well.

Thinking ahead, please add the 2024 AWIA Annual Trade Show and Convention to your calendars. The dates are June 19th-21st in Laramie at the Hilton Garden Inn. We are working on making this a great convention, so please watch for registration information, which will come out just after the first of the year.



Joanna Akers, AWIA Board President

Partner sponsorships are available now. Besides great CE classes, food, the commissioners update, the fellow agents you get to know are invaluable. Great people are agents who will become friends is the best part of convention.

See you in 2024.

Watch [our website](#) for more details on both the Shrimp Bash and the Convention.



Wishing you a Wonderful
Holiday and
Happy New Year

News from the IIABA National Director

-- Brad Jackson

In a message to members this month, IIABA CEO Charles Symington shared His "Top 3" need-to-know association updates for this month below.

THE HARD MARKET

Serving both state association and agency members in this very difficult market remains Symington's priority. Several IIABA programs are firing on all cylinders to continue to build resources to help agents and brokers guide their customers in these turbulent times. Some notable updates on market access: the IIABA Executive Committee and AAS Board formed a new standing committee of AAS, the Market Access Committee (MAC), which will be chaired by Jared Blackwood, national board director from North Dakota. MAC has direct oversight of all market access within the for-profit operation. Members include national board members, state executives and state staff members.

Big "I" Eagle Alliance will launch January 1, 2024. That date is necessary to ensure that we are in alignment with carriers for profit sharing, etc. Tiffany Overlease, AVP, Eagle Alliance, is managing this program with key support from the MAC. A webinar introducing the program to directors and state executives is scheduled for Dec. 15.

New IT platform for Big "I" Markets -The new IT platform for Big "I" Markets is on schedule, and is expected to launch in April. There are two phases of the platform. Phase I is a new rating and issuance system for Lloyd's of London, which is being tested and will go live in December. Phase II replaces AMS360 and the current Big "I" Markets platform.

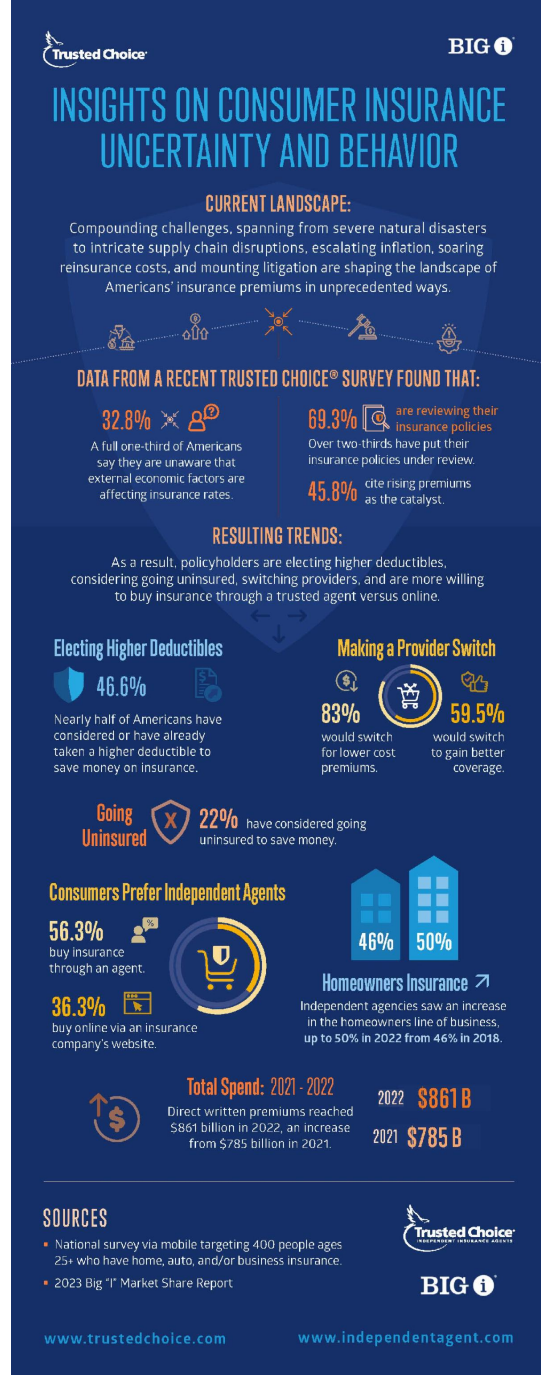
Trusted Choice - the trusted team has also been busy with various projects set to launch soon to augment our highly successful Hard Market Toolkit. The latest endeavor includes research from a member-facing survey that delves into agent-client

interactions during this challenging market. The results will uncover insights on increased deductibles, staffing and technology trends, and other measures agents are implementing. The team has also developed a series of actual case studies featuring eight agencies from across the country, showcasing their creative solutions for clients that we'll use as examples for others.

Also, the U.S. House Financial Services Subcommittee on Housing and Insurance held that hearing early this month, and the Big "I" submitted written testimony that can be viewed [here](#). Agents' concerns are highlighted and the Big I offered some potential solutions to alleviate market pressure.

The IIABA shares interesting insights into consumer insurance uncertainty and behavior. If you are reading on your phone, scroll down to learn more. If you are reading on your computer, check out the visual to the right.

[Learn more about the Big I by visiting the IIABA Website](#)



Brad Jackson, IIABA National Director

- Jeff Rude, Commissioner

With the end of the year upon us, it is nice to reflect on the past year and what has taken place at the Wyoming Department of Insurance.

In 2023 (through December 5, 2023), the Rate and Form filing section reviewed 1,520 Life & Health filings and 2,225 Property & Casualty filings. This work was completed by 5 staff members.

The licensing section in 2023 issued 42,773 licenses and manually processed 5,026 applications. Ninety-five percent of these were handled by 2 licensing specialists which is the smallest office in the country. In the legal section, they revised Chapter 10, 64, 54, 55, 28 and 68 of the rules and regulations. They also drafted and revised numerous contracts associated with financial examinations including 5 actuarial, 5 financial examination and 6 IT examination contracts. They received 80 public records requests with 79 currently complete and opened 65 administrative matters in 2023 with 32 completed/closed to date.

The Department also successfully passed NAIC accreditation in 2023. The NAIC Financial Regulation Standards and Accreditation Program (Accreditation Program) serves as the backbone of the U.S. national system of state-based regulation. The Accreditation Program defines baseline standards deemed essential for effective solvency regulation in each state.

In 2023 there were some legislative changes that ranged from Mental Health Collaborative Care to Wyoming Prescription Drug Transparency. One bill was the Insurance Modernization bill (SF0006-CSEA, no. 0017, Chapter no. 32) that modernized the insurance code to allow insurers or producers to offer non-cash gifts, items or services with the connection of marketing, sale, purchase, or retention of policies. A yearly cap on these gifts, items or services is \$100 or 5% of the written or quoted premium, not to exceed \$1000. For additional information, please see the enacted legislation.

We expect 2024 to be another busy legislative session.

[Wyoming Department of Insurance Website](#)



SAVE THE DATES!

SHRIMP BASH 2024
FEBRUARY 19, 2024
LITTLE AMERICA

AWIA is once again hosting our annual shrimp bash during the legislative session. This year we are adding a 2 hour continuing education session in addition to our legislative update. This will be followed by fun-filled reception and delicious shrimp dinner. A limited number of rooms have been blocked at Little America. More information will be shared the first week of January, including CE Course information and hotel reservation

**2024 AWIA TRADE SHOW
AND CONVENTION**
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[CLICK HERE FOR MORE INFORMATION](#)

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Contacts:



Victoria Deering
409.320.4053
vdeering@breckis.com
Professional, Cyber



Thomas R. Blomquist
210.862.4475
tblomquist@breckis.com
Energy / Renewables

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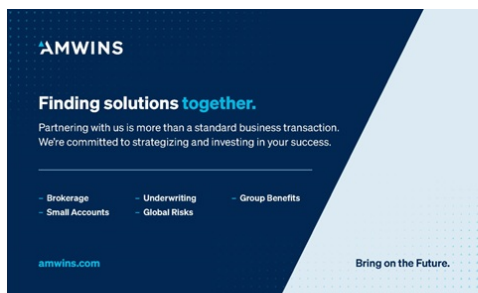


TRAVELERS 



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