



## PROMOTE THE BRAND

May 2021, 2nd Quarter

## The Independent NEWSLETTER

### FROM THE PRESIDENT

Dear Members,

What a ride it has been! As my extended term as President comes to a close, I know without a doubt that NAIA members are strong, resilient, and can adapt with the best of them!

Despite the setbacks that came our way (in the form of COVID-19 and an active weather year), we were able to maintain our connections to each other through virtual meetings.

I want to thank the executive officers and regional vice presidents for remaining in office an extra year. Their extra commitment will allow for a smooth transition as we move forward into the 2021-2022 year.

We are continuing to recruit for NAIA and we're proud to announce a tool that will make it easier than ever - the launch of our new website! There you will find a wealth of information and resources at your fingertips. I encourage you to check it out, if you haven't already - [www.naiia.com](http://www.naiia.com).

You will find dates for upcoming meetings and our National Conference

### SAVE THE DATE:



**ABBREVIATED MEMBERSHIP MEETING**  
Thursday, June 24, 2021 at 4 p.m EST.

**Abbreviated Membership Meeting**  
**Thursday, June 24, 2021**  
**4 p.m. EST**

[Zoom Link to Attend](#)

Meeting ID: 921 0808 2307  
Passcode: DEby0v



**NAIA National Conference**  
**September 13 - 16, 2021**

in this newsletter. We are all thrilled to welcome our members back to meeting in person. Registration is now open and you can also find more information on the site regarding exhibitor opportunities.

I'm proud of the work we've accomplished over the past two years. This newsletter now has more information than ever! If you aren't submitting your news, you are missing out on this great benefit. We're including legislative news, member benefits, welcoming new members, and more.

I'll be passing the President's gavel to Cathy Hester in July. Cathy has been a valuable member of the leadership team and has a great vision for moving our organization through the next year.

Thank you for the opportunity to serve as your President. It has been an honor. I look forward to seeing all of you in September!

Sincerely,

*Joel Moore, 2019-2021 NAIA President  
Certified Appraiser/Umpire at Champions  
Insurance Services, LLC*

**The Westin Hilton Head Island  
Resort and Spa  
Hilton Head, SC**

*Registration is now open!*  
[View the Registration Brochure](#)



**2021 Eastern Regional Meeting  
September 15, 2021**

**The Westin Hilton Head Island  
Resort & Spa  
Hilton Head, SC**

*Immediately following the National  
Membership Meeting*



**Mid-States Regional Meeting  
October 13 - 15, 2021**

**Embassy Suites Chicago -  
Downtown  
Chicago, IL**

## NAIA Launches New Website!



We're proud to have recently launched our new website! Be sure to check it out and enjoy all the new features and information available to potential clients and our members. If you notice any errors please let us know. Visit [www.naiia.com](http://www.naiia.com).

## Share Your Member News!

Do you have news you want to share? Let us know so we can include it in our quarterly newsletters! Please send your members news to [admin@naiia.com](mailto:admin@naiia.com).

## Mark your calendar for upcoming webinars

Please Join The Skyline Group for a FREE Webinar  
**How Much Is Enough, Part 1:**  
**Reviewing a Personal Injury Claim & the Efficacy of Treatment**  
 June 17, 2021 from 4pm to 5pm (Eastern Time)  
**FREE CEUs for Licensed CA, FL, IN & TX Adjusters**



Dr. Burton Bentley II  
Elite Medical Experts



Matt Mills  
Marshall Investigative Group



Kari Williamson  
MKC Medical Management



Moderated by Victor Hertz  
Legal Language Services



[LEARN MORE & REGISTER ONLINE](https://campaign-ui.constantcontact.com/campaign/campaigns/list)

## NAIIA Catastrophe Claims Registry

The NAIIA is developing a **Catastrophe Claims Registry** to assist members in time of need and to be a resource for the insurance industry.

The CAT Registry will list member firms who handle catastrophe claims, including the territory they service.

We ask that member firms only list territories for which they are licensed as needed and capable of providing excellent service.

We are hopeful that member firms who in time of CAT need assistance will utilize the registry and that insurers will also avail themselves of the registry.

If you wish your firm to be listed, please complete the information form via the link that follows.

[FILL OUT THE GOOGLE FORM](#)

## NAIIA Partners with KMG Services to Offer Health Insurance

If you are self-employed or an independent contractor, you now have exclusive access to IHA Health powered by Conquer. IHA Health offers a variety of specifically designed Comprehensive ACA Compliant Major Medical plans. If you are in good or reasonably good health, IHA Health is the place for you. If you have a strong relationship with your benefits broker have them contact KMG and they willing to work with them.

### WHAT DOES IHA HEALTH OFFER?

- 12 Comprehensive Plans to Choose From
- ACA Compliant
- Affordable Pricing
- No Age Banded Rates
- Copays for Primary, Specialist and Urgent Care
- National PPO Network
- No Plan Lifetime Limits
- \$0 Copay Telemedicine
- and more!

This coverage is available for those in Arizona, Delaware, Georgia, Illinois, Indiana, Louisiana, Michigan, Ohio, Pennsylvania, Tennessee, and Virginia.

Learn more at the link below:

[LEARN MORE](#)

All other states except Washington can learn more at this link below:

[LEARN MORE](#)

## Become a CLM Fellow!

Joining NAIIA partner CLM as a Fellow is completely free, and one of the best things you can do to advance your career. Industry professionals — risk and litigation managers, insurance and claims resolution professionals, corporate/staff counsel, and service providers — are eligible to join as Fellows.

Learn more about the [CLM Fellow Benefits](#).

## Legislative News

### [Oregon Legislature Considering Dismantling Self-Insurance](#)

This proposed amendment to SB 801 would eliminate the ability of self-insured employers to conduct their own claim processing. Many of Oregon's largest companies and large local governments are self-insured employers, giving their employees high quality workers' compensation coverage while doing what works best logistically and financially for the company.

The bill is not moving forward during this legislative session, but we are paying close attention to activity in future sessions and will keep our NAIIA membership informed of any developments.

**Please send any Legislative news to [admin@naiia.com](mailto:admin@naiia.com)**

## Member Spotlight: Barker Claim Services

The logo for Barker Claim Services features the company name in a bold, white, sans-serif font. "Barker" is on the top line and "Claim Services" is on the bottom line, both centered within a dark blue rectangular background.

[Barker Claim Services](#) is a Mid-Atlantic independent adjusting firm established in 2000 by Maynard Barker, III. Since their establishment, they have been providing clients with excellent adjusting services in

VA, NC, and SC. They handle a wide range of claims, including auto and general liability claims, commercial and personal lines property losses, as well as a variety of vehicle service and heavy equipment assignments.

Barker Claims has an experienced staff of over 40 adjusters who can handle any type or size loss that is assigned. They have an excellent

reputation and over 50 years in the insurance industry. Learn more at: [www.barkerclaims.com](http://www.barkerclaims.com).

## Get Your Business in the Spotlight!

Would you like to be considered for the Member Spotlight? Please let us know by sending your logo and a short business description to [admin@naia.com](mailto:admin@naia.com).

## Are you a member of NASP?



If you aren't a member of NASP, then maybe you should be! The NASP (National Association of Subrogation Professionals) memberships not only offer unique educational opportunities, but members also have a plethora of additional benefits, including lower conference registration rates, free webinars, access to the NASP Member Forum, a members'-only directory and an award-winning subrogation education magazine.

Learn more about [NASP](#) and the [NASP Member Benefits](#).

## Staples Advantage Account

REMINDER: NAIIA has an account with Staples Advantage and NAIIA members fall under the NAIIA umbrella! The discount is based on how many products are ordered under the umbrella--so the more members who have an account under NAIIA, the bigger the discount for everyone.

Staples Advantage offers over 3,000,000 products including PPE equipment, all business essentials, furniture, technology products, print and promotional products, and cleaning supplies. The NAIIA contact person is:

**Lee Ann Sutton**  
**Senior Territory Account Manager**  
888-224-3784, Option 3, ext. 54494  
407-475-4494  
[leeann.sutton@staples.com](mailto:leeann.sutton@staples.com)

## Welcome New Members!

[Geary Claims Service, Inc.](#) - Newport News, VA

Champions Insurance Services, LLC - Houston, TX

[Premier Adjusting and Catastrophe, Inc.](#) - Oldsmar, FL



## More Great NAIIA Member Benefits!

*NAIIA members are reminded that your membership offers more benefits than just great networking, a listing in the Blue Book, and the ability to have your company listed in the on-line membership directory.*

**[CEU.com](#)** is a continuing education provider offering professional license holders convenient, engaging and superior quality compliance training that both enhances their career development and increases productivity. They offer NAIIA members a 15% discount off the listed rate.

**[Enterprise Rent A Car](#)** offers members of the NAIIA a discount of 10% from any airport location and 5% from any other (in-town) location. Members need only mention account number 15A9796 when booking through 1-800-rent-a-car or **[online here](#)**.

**Sheri Csom, NAIIA Executive Director**  
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877-344-0624 | [admin@naiia.com](mailto:admin@naiia.com) | [www.naiia.com](http://www.naiia.com)

Connect with us



NAIIA | 87 N Crooked Lake Drive, Kalamazoo, MI 49009

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